

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 78

JUNE 16, 1928

Number 24

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## THE CASING HOUSE



**HOG — BEEF — SHEEP**  
**CASINGS**

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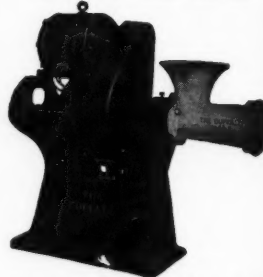
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"BUFFALO" Silent Cutter



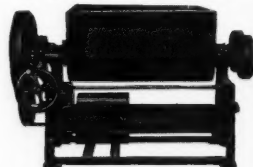
Produces the finest quality sausage meat.

"BUFFALO" Meat Grinder



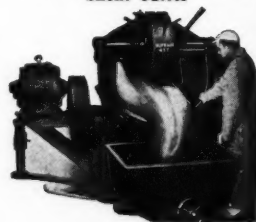
No more grinder troubles when you install a "BUFFALO"

"BUFFALO" Meat Mixer



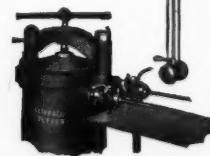
Mixes meat most thoroughly in least time.

"BUFFALO" Self-Emptying Silent Cutter



Cuts and empties a bowl of meat in 4 minutes.

SCHONLAND Patented Casing Puller



Saves 50% to 65% in time and labor at the stuffing bench.

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 78. No. 24

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Chicago and New York

## Checking Up on the Meat Plant Water Supply

*Water From City Mains That Is Pure  
and Safe for All Domestic Purposes  
Not Always Suitable for Plant Use*

Water is an important and necessary raw material in the processing of meat animals.

From the time an animal enters the meat packing plant until the finished products are sold, water is used in large quantities. A dependable supply of water, therefore, is one of the prime requisites of a meat packing plant.

And not only must water be available in quantities to meet all needs, but it should be high in quality—free from alkalinity, objectionable salts and suspended matter and harmful organisms.

Many meat packing plants do not give this matter of water and water supply the consideration it deserves.

They are content to hook onto city mains, or to run a pipe line to a lake or river and take what comes to them, regardless of the expense or the suitability of the water for processing operations.

### Chemical Treatment Not Enough

City water that is harmless for ordinary domestic purposes may not be the best water for meat processing operations. This is true particularly when the city supply is taken from lakes or rivers, and is treated with chemicals to free it from harmful living organisms. This also applies when the packer takes the water he uses from a source of supply that is maintained by surface water.

If in any doubt, packers should

have a sanitary and a chemical analysis made of their water.

In the latter case the packer must either treat the water or take a chance and use it raw.

If he treats it he should be very sure of his method to prevent transmitting foreign flavors and odors to the meat, and to use nothing in the treatment that will retard or prevent bacterial action in the curing processes.

Water, properly treated, re-

gardless of its source, is a better product for packinghouse use. This fact is being appreciated more and more. And water can be handled in the treating process so that it will have no objectionable odors to impart to the meat, and will have no harmful effect in the cure.

This is the third of a series of articles published in THE NATIONAL PROVISIONER on water in the meat packing plant. The first, printed July 11, 1925, discussed city and well waters. The second, published September 12, 1925, told of water waste in the meat plant and how to prevent it.

### Water and Curing Troubles

Water not suited for use in a meat packing plant can cause much trouble.

It will sometimes impart an undesirable odor and flavor to the meat.

Frequently it will cause trouble in the curing cellars. Either the cure will be a failure or the meat will cure improperly.

Water for packinghouse use is always open to suspicion when the supply comes from a lake or river and when chemicals, particularly chlorine, are used to treat it.

Chlorine is an effective agent to kill any harmful organisms that may be in water, but it will also kill the beneficial bacteria in the curing vat and impart a foreign odor and flavor to the meat.

The safe thing for the packer to do is to have a dependable, adequate supply of water, and then treat it in his plant to make it safe and desirable for meat-processing purposes.

### Pure Water in the Meat Plant

By John P. Harris.

A pure water supply for the meat plant is a subject which has long been given but scant attention by meat packers when one considers its vital importance.

Water is used in every department of the packinghouse. From the moment the meat animal enters the plant, through all the subsequent stages of processing, water is usually, and should be constantly and plentifully used upon him. And in most instances its purity is important.

#### Where Water Is Used.

First comes the watering and washing of the animal itself. Pure water is as necessary for drinking in the case of animals as for humans.

Next, in the case of hogs, comes the scalding vat. Proper, pure water is necessary there and in the dehairing machine, for the complete removal of hair and scurf.

Some operating men claim that it is necessary to use certain preparations

in scalding water to obtain the best results. Others say that such additions are unnecessary. Both may be correct because one water may be soft, another may be hard and still a third may be definitely alkaline.

#### When Water Should be Treated.

Scalding water should be soft, or better alkaline. Operating men have doubtless noticed how much better some water acts after a number of hogs have been run through it. To obtain the best effect from the start this water should be treated.

No one course of treatment is a cure-all for all waters. A chemical analysis should be made of plant water to determine its suitability for various uses and a sanitary analysis for specific uses, such as curing and direct meat processing, especially where very high temperatures are not used.

With beef and small stock, proper washing of carcasses is of the greatest importance in pleasing the trade. Impure water is, of course, dangerous to use.

Washing of hog carcasses and of the fats and viscera of all classes of livestock also requires a pure water supply, as an unclean, impure, or discolored water may reduce the grade or value of the final product.

In the cleaning and fermenting of casings pure water is of great importance, especially to produce nice white firm casings. A trace of iron or of organic coloring matter may make it impossible to produce the highest yield, and best quality of casings.

After dividing the animal into commercially desirable cuts, these cuts are placed in cure in solutions of salt, saltpeter and sugar—in water.

#### Vital in Curing Meats.

Actually, curing is a very delicate process of bacterial fermentation, calling for the closest control, not only of temperatures, time, sanitary features, strength of curing solutions, etc., but for the purest of water supply.

It is not possible to believe, for instance, that the best curing results could be accomplished in water containing a high mineral content, in conflict with approved curing ingredients. For example, alkalinity or high sulphates might not provide the best media for propagation of the desired bacteria.

Curing is not merely a matter of preventing spoilage tendencies. Today a UNIFORM sweet flavor is of first importance, but color is very nearly as important. Both color and flavor may be seriously affected through the use of impure water.

There is scarcely any stream or lake—even the Great Lakes—from which a water supply originates in the vicinity

of large industrial centers but is seriously contaminated by sewage or industrial wastes. A usual method of combating this contamination is by treatment with chlorine, and often the combination of odor and flavor produced by a mixture of chlorine with phenolic trade wastes is most offensive.

#### Even Ruined the Home Brew!

Obviously the use of such water in curing means that a certain amount of that offensive flavor and odor is conveyed to the meat in cure. Even the use of chlorine alone is very dangerous, because it tends to inhibit the bacterial action necessary for proper curing.

An amusing incident is told of the makers of home brew located in a certain city on the Great Lakes which is addicted to the continued use of chlorine. All of the home brew made at a time of unusual chlorine use failed to ferment, so that when the beer was opened it proved to be perfectly flat!

The same thing may happen at any time in the curing vat, and may ruin the entire day's cure. As the curer cannot understand the reason, it upsets his entire schedule of operations, bringing loss of money and prestige to the establishment and unjust censure to the operating personnel.

One day's bad curing results may upset months of careful, painstaking practice!

#### Fats Absorb Odors and Flavors.

Those of us who have worked long with fats know that they have the most amazing affinity for absorbing odors and flavors. The writer well remembers smelling and tasting a foreign flavor and odor in a lot of oleo stearine some years ago, which was strongly reminiscent of oranges.

Tracing this down it was found that the stearine had been stored (in lined slack barrels) in the same cold storage warehouse room with a carload of oranges.

Now, if such a flavor and odor will penetrate through crates and paper and across a hundred yards of intervening space at cold storage temperatures, what can be expected of the actual soaking application to the fats of contaminated water at higher temperatures?

The basis of good oleomargarine is a flavor and odor carefully developed from pure lactic acid. Most elaborate safeguards are provided for keeping this culture absolutely pure. But what will this avail, if the churned goods are subjected to impure water? This milk-fat product fairly soaks up chlorine, phenolic, ammonia or other flavors.

#### Methods of Avoiding Trouble.

The writer has discussed this matter with many of the leading chemists and

technical men in the industry, who have made a profound study of the purification of plant processing water, and who have tried out various ways and means in their plants.

They all agree that the only positive way to be assured of riddance of chlorine, phenolic odors, etc., is by filtering the water through a highly activated carbon.

Some of the most careful operators filter all of the water used in their plant processes through activated carbon. They consider it the best insurance possible.

Filtration equipment is simple and inexpensive, as is the carbon itself and the cost of treatment is negligible. One packer finds it cost him only 5c to heat 2,000 gallons. In some plants, filtration consists merely of a series of large funnels, in which a perforated metal disc is imposed, and covered with a small amount of regular brewer's filter mass (wood pulp).

Others use a wire basket containing a bag of activated carbon tied around the water feed line, prior to discharging into the salt of the curing solution tank, or any other department where water is used.

There are many other departments of the packing plant and sausage factory where an absolutely pure water is just as essential as in the curing department. But doubtless the illustrations here pointed out will make obvious the methods necessary to guarantee a pure water supply.

#### Water for Meat Plant Use.

In considering the suitability of a water supply, for packing house use, freedom from possibility of bacterial contamination is a first consideration. And if any doubts exist on this score a sanitary analysis should be made, and frequently checked.

Being sure of the sanitary purity, no packer should be without a chemical analysis of the water which he is using. If the water shows positive alkalinity, or an excess of chlorides, or free ammonia, free chlorine or organic matter, or some (for water) rare metal, such as iron, he should undertake a course of treatment under the direction of real experts.

But there is an almost intangible element of taste, wholly apart from ordinary sanitary or chemical analyses, which interests the packer, whose wares depend so largely upon flavor for their popularity, and where even a slight flavor edge, is important.

Chemically, this is generally accompanied by the presence of free chlorine, in the case of water which is chlorinated to effect purification, but in some instances an "off" odor persists with no apparent chemical justification.

Every packer's problem differs, and no two waters are exactly alike. THE NATIONAL PROVISIONER will gladly advise subscribers concerning their specific water problems upon request.

# Beef Can Now Be Sold for What It Is

## Value of Brands for Fresh Meats Emphasized by Government Action In Providing National Beef Grading

After July 1 it will be possible to have all classes and kinds of beef graded, as the government beef grading and stamping service will then be put on a fee basis, available to all.

Services of official graders may be secured at the rate of \$2 an hour, this amounting to less than 5c per carcass.

Failure of Congress to provide further funds for the work of grading beef, which had been confined heretofore to prime, choice and good grades, has resulted in the fee arrangement.

While government graders will be located only at certain points in the United States for general call, it will be possible for any slaughterer or retail meat dealer to arrange for this service.

### Success of the Plan.

The government grading of beef was started early in May, 1927, and was confined to the prime and choice carcasses. Later in the year the grading was extended to good. Standard grades and classes had been set up by the government after extended conferences with packers, livestock producers and retail meat dealers.

The effort back of the movement was one of protection for the honest retailer who sold his meat for what it was, and for the livestock producer and packer who were enabled to secure for the different grades of beef prices commensurate with quality.

### Can Be Graded Anywhere.

The Government beef grading and stamping service will be placed on a fee basis beginning July 1, and will be available to slaughterers, packers, wholesalers, jobbers, hotels, restaurants and retailers in Boston, New York, Philadelphia, Washington, D. C., Chicago, Kansas City, and Omaha, the Bureau of Agricultural Economics of the United States Department of Agriculture has announced.

Graded and stamped beef, however, will be available in any part of the United States served by slaughterers or dealers who avail themselves of this service.

Official graders are stationed in each of the above cities and will provide the service on request of either buyers or sellers at a charge of \$2.00 per hour. Based on the experience of the past year this charge will amount to less than 5c per carcass.

Whereas heretofore the service has been limited to "prime," "choice," and "good" grades of steer and heifer beef, after July 1 it will be extended to include all classes and grades of beef.

### How Graded Plan Started.

The beef grading and stamping experiment, in which beef carcasses are graded and then stamped by the Government graders so that each subsequent retail cut will show the Government label indicating the class and grade, was begun a little more than a year ago at the request of many livestock producers and members of the meat trade, and with the active cooperation of the Better Beef Association and the National Livestock and Meat Board and the support of many prominent livestock producers, slaughterers, and retailers.

The service has been popular with consumers, inasmuch as the Government stamp has been an accurate measure of quality and a safeguard against the sale of inferior beef at high prices. Many retailers who have used the service report a steadily increasing demand for high grade beef, and it is estimated that by the end of June approximately 66,213 carcasses or 36,417,000 pounds of beef will have been graded and stamped.

Department officials regard the experiment as having proven the practicability and desirability of grading and stamping beef according to fixed universal standards. Congress has not provided funds with which to continue the experimental service after June 30, but in view of the wide demand for grading and stamping the department has decided to place the work on a fee basis beginning July 1, under the provisions of an act authorizing the Secretary of Agriculture to investigate and certify the class, quality (grade), and condition of certain perishable farm products.

## Quality of Beef Should Be Identified

By W. C. Davis, Assistant Chief Marketing Specialist, U. S. Bureau of Agricultural Economics.

Supply and demand, in the long run, determine market values of all commodities. Increased consumption or decreased production tends toward higher prices, while decreased consumption or increased production tend toward lower prices. The old law of supply and demand is always on the job.

This is true of both perishable and non-perishable products, but it is of far greater relative importance in the case of such perishable products as beef, which, because of its highly perishable nature, must enter consumptive channels with a minimum of delay. Anything which tends to interrupt the free movement of beef into consumptive channels is generally accompanied by declining prices and this, in turn, affects the cattlemen adversely.

Agencies through which the cattleman's product—beef—is passed on to the consumer are entitled to a reward for their services, and to this end it is essential that it be sold on the basis of



GRADING AND BRANDING FRESH BEEF.

Adapting the famous "Premium" trade mark to their choicest grade of beef, Swift & Company have been among the leaders in this step forward in meat merchandising.

quality. Unless this is done the hazard of the cattle business is increased accordingly and the cattlemen, ultimately, is made to bear the greatest burden.

#### Wide Range of Beef Quality.

Beef, however, has an unusually wide range of quality, much wider probably than most other food products in this country. Included under the general heading of beef is the meat from steers, heifers, cows, bulls, and stags. Each class differs from every other class in material respects, and each class of animals has relatively different market values on the livestock market.

There should be the same relative difference in values between the corresponding classes of beef, but unfortunately for the industry in general, this has not always been the case. The reason is the fact that consumers for the most part don't know the difference between the different classes and grades of beef.

Most consumers make their purchases on the theory that "beef is beef." Consequently, more often than otherwise, they meet with disappointment. Disappointment tends toward elimination of the offending product, and to this extent substitution or material reduction in the quantity purchased is the logical step.

#### Aid to Beef Consumption.

Many beef consumers in the past have followed this policy because they did not know quality and there was no standard of quality by which they could be guided. The very poorest quality was, not infrequently, sold as "Choice," "Prime," or "best the market affords." These practices on the part of sellers led to confusion, dissatisfaction and disappointment.

No industry can long survive unless its products are sold at a price which insures a margin of profit on the investment. To this end, the finished product of the cattlemen—beef—must be marketed at a price that will enable him to stay in the business of producing beef. The producer of "choice" grade beef animals should not have to compete under the same grade labels with the producer of "common" grade beef. Yet, it is common knowledge that "common" grade cow beef is not infrequently advertised and offered as "choice" grade steer beef. Consumers, generally, don't know the difference, consequently dissatisfaction results and the tendency toward decreased consumption of beef continues.

#### Beef Should Be Marked.

How can a satisfactory marketing system be evolved? The title of this article, "Quality of Beef Should Be Identified," indicates the only satisfactory (Continued on page 51.)

## Canada Wants Better Beef Should Do With Cattle What Was Done With Hogs and Sheep

(Staff Correspondence of The National Provisioner)

Toronto, Can., June 12.

Referring to the comparatively low grade of beef produced in Canada, the Council of Canadian Meat Packers asks—since the whole system of hog, sheep and poultry raising in this country has been revised—why cannot the same be done with cattle?

Canada produces good feeder beef, but it is only in the United States and overseas that any quantity of it is finished for prime or choice grades.

The annual consumption of cattle in Canada is estimated to be 1,750,000 head, exclusive of calves. Exports in 1927 were 56,700,000 lbs. If the whole had been steers and heifers that would grade good and better, it would amount to only 95,000 cattle, or about 5 per cent of the total.

The Council figures that, of cattle slaughtered for domestic consumption, less than one per cent would classify into the United States grades of prime and choice, and less than 6 per cent into the United States grade of good beef. Of the exports, probably less than half are good or better, which would mean just another two per cent of the total Canadian output.

#### Wrong Impression Is Given.

"The Dominion Government statistics of market receipts," says the Council, "tend towards a wrong impression of the quality of Canadian cattle from the standpoint of dressed beef. Of the 958,000 cattle marketed in the stock yards in 1927, 240,000, or 25 per cent of total receipts, or over 66 per cent of butchers, steers and heifers, are graded in the reports as good. Only 119,000 are graded as being below good grade."

The statement of the Council contends that this is incorrect from the standpoint of finished cattle. "There is a general impression that there are sent to the markets each year a considerable percentage of good finished beef cattle. There is, on the other hand, the experience of the consumers generally that the bulk of the Canadian beef, though quite wholesome, is not good from the standpoint of tenderness and fullness of flavor. The two ideas are diametrically opposed."

#### WINS MEAT STORY CONTEST.

A Colorado high-school girl, Miss Agnes Childress of Karval, who attends school at Ordway, has been selected from among 16,000 contestants as the winner of the national championship in the Fifth National Meat Story Contest. This honor carries with it a university scholarship and a cash prize of \$150.

The contest is one conducted annually among high-school students of home economics throughout the country by the National Live Stock and Meat Board. It is said to be attracting a larger number of contestants each year, principally through the encouragement of high-school teachers, who find it of great educational value to their students.

Under the rules of the contest, the United States was divided into four districts. Miss Childress was selected as the winner in the Western district, and as the national champion from among the four district champions. The judges in the contest were four women well-known in the field of home economics throughout the United States: Dr. Louise Stanley, chief of the Bureau of Home Economics, U. S. Department of Agriculture, chairman; Dean Margaret Justin, Kansas State Agricultural College; Dean Jean Krueger, Michigan State College; and Dr. P. Mabel Nelson, Iowa State College.

Miss Childress's story was entitled "The Necessity of Meat in the Diet for the Promotion of Health."

All phases of the meat and livestock subject were covered in the thousands of stories submitted. Typical of these are the following: "The Food Value of Meat," "Our Beef Supply," "The Growth of the Meat Industry," "Cooking Each Cut of Meat by the Best Method," "A Visit to a Great Packing Center," "Use of Meat in Ancient Times," "How to Make the Meat Dish Different."

#### MAY LIVESTOCK RECEIPTS.

Receipts of calves, hogs and sheep at the seven principal markets of the country during May, 1928, were slightly larger than those of the previous May, but cattle receipts at 665,895 were 106,110 less.

The cattle runs for the first five months of 1928 total 3,292,535 compared with 3,606,324 in the same period of 1927. More cattle were received at Omaha and St. Paul this year than last but at the other five markets the 1928 receipts are smaller.

Hog receipts for the five months totalled 12,646,554 compared with 10,263,183 in the same months of 1927, a gain of 2,383,371.

Sheep receipts at 4395,675 were 326,647 larger than in the first five months of 1927.

#### SWIFT BUYS NEWTON PACKING.

Effective June 11, Swift & Company bought the assets of the Newton Packing Company, Detroit, Mich., and will continue to do business under the name of the Newton Packing Company in Detroit and environs.

## Prizes for Packers' Ideas

### Annual Contest Should Have Good Results for Industry

Packhouse men who have perfected or are working on some new device or idea designed for use in a packing plant have an opportunity to gain wide recognition and reward for their efforts by entering their idea in the \$1,000 Prize Idea Contest being conducted by the Institute of American Meat Packers.

Complete descriptions of the prize-winning ideas and other entries of merit are issued to the Institute's 240 member companies and are published prominently in *THE NATIONAL PROVISIONER* each year. A number of prize-winning entries later have been sought by manufacturers and have been produced commercially with considerable success.

The 1928 Contest, for which a number of entries already have been received, closes July 15. The awards will be announced at the time of the Institute's convention in October. The contest is open to all employees of member companies of the Institute.

#### Purpose of the Contest.

It is the purpose of this contest to furnish additional incentive toward increasing operating efficiency in the industry by stimulating inventive talent.

In connection with the contest it should be fully understood that the Institute will not claim ownership of any idea by reason of its being entered in this contest. However, the Institute reserves the right to publish for the benefit of its members the ideas presented or abstracts thereof, after the awarding of the prizes and certificates of merit.

The scope of the contest is unusually broad. The idea may be anything which has to do with the operating departments of meat packing establishments. For example, it may be an improvement in a manufacturing process, such as the curing of meats, the refining of lard, the slaughtering of hogs, or the manufacture of sausage.

#### All Sorts of Practical Ideas.

The idea also may be a labor-saving device in any operating department whereby the expense of one or more men is eliminated, or whereby production is increased with the same labor outlay, or anything else accomplished that effects a real saving, or it may be the simple statement of an idea whereby the production of some packinghouse product may be handled in a better manner so as to increase its value or sale.

Lastly, the idea may be a process for improvement of the quality or desir-

ability of any packinghouse product, and the arrangement and placing of equipment in a department to facilitate handling of product during processing.

Pamphlets containing the complete rules of the contest have been furnished to every member company of the Institute. Additional copies may be obtained from the Department of Packinghouse Practice and Research, Institute of American Meat Packers, 506 South Wabash Avenue, Chicago, Ill.

Packers are urged to encourage their employees to enter any ideas on which they may be working.

The Committee which will pass on the entries is composed of the following prominent packinghouse men: H. P. Henschien, chairman; A. W. Cushman, George M. Foster, S. C. Frazee, H. J. Koenig, Donald Mackenzie and R. E. Yocum.

Miss Gudrun Carlson, Director, Department of Home Economics, Institute of American Meat Packers, attended the seventy-ninth annual session of the American Medical Association, which was held in Minneapolis, June 11-15. Miss Carlson also attended the Zonta annual confederation, held in St. Paul during the same week.

## Packers to Meet

### At Atlantic City

The twenty-third annual convention of the Institute of American Meat Packers will be held October 19-24 at Atlantic City and New York.

The departmental (sectional) meetings will be held on Friday and Saturday, at Atlantic City. The general sessions of the convention will be held on Monday and Tuesday, October 22 and 23.

On October 24, the convention will adjourn to New York, to attend a Conference of Major Industries at Columbia University.

The conference will be held under the joint auspices of the University and the Institute, with the co-operation of the Chamber of Commerce of the State of New York and the Merchants' Association of New York City.

The annual banquet will be held in New York City on Wednesday evening, October 24.

## Graduate in Meat Packing

### Institute Students Finish Special Training for Industry

Twelve men comprise the third group who have completed the specialized training in meat packing subjects in the four-year day course given at the University of Chicago in the Institute of Meat Packing, which is conducted by the University and the Institute of American Meat Packers in co-operation.

Of this number six were graduates of other institutions who came to the University of Chicago for the specialized work. They will receive "certificates in meat packing" from the Institute of Meat Packing. They are:

#### Who the Graduates Are.

George E. Berg, a graduate of South Dakota State College of Agriculture and Mechanical Arts. Before going to college he acted as manager of a chain store in Minneapolis. Mr. Berg received one of the scholarships offered by *THE NATIONAL PROVISIONER*.

H. A. Brockway, who received his degree in agricultural economics from Kansas State Agricultural College in June, 1927.

Floyd M. Edwards, a graduate of Oregon Agricultural College, where his major interest was animal husbandry. He has had some experience in buying hogs and livestock for Oregon companies, and was for four years assistant animal husbandman at the Eastern Oregon Branch Experiment Station at Union, Oregon. Mr. Edwards received one of the scholarships by *THE NATIONAL PROVISIONER*.

Robert R. Hull, a native of Utah and a graduate of Utah Agricultural College, where he specialized in agricultural economics, with considerable work in animal husbandry and did special field work in livestock marketing.

Irvin J. Smit, a graduate of the University of Nebraska, where he specialized in economics and business.

Ed Lee Stone, a graduate of the University of Tennessee, where he specialized in agriculture.

#### Other Students Who Finished.

The others have been undergraduate students at the University of Chicago, and took the special work in meat packing during their senior year. These men received degrees from the University of Chicago at the annual commencement held June 13. They are Frank C. McAvoy, E. L. Neubauer, W. H. Perkins, W. Regenitter and H. M. Schaffner.

Besides these, E. L. Coyle, C. J. Matthews, and S. Svatik have been allowed to take part of the specialized work in meat packing during their third year

and will finish the work next year. Coyle and Matthews came to the University on the Keefe-LeSturgeon scholarships from Arkansas City, Kansas.

Since October, 1925, when the residence courses were first offered by the Institute of Meat Packing at the University of Chicago, forty-two men, including this year's class, have taken this specialized training.

Of those who completed the work in former years, twenty-one have gone into the packing industry or allied lines. Three of these men were sons of meat packers, and returned to their fathers' firms to apply the training received. One went into the poultry business with his father. The other men have gone into the following departments: Sales, 1; produce, 5; provisions, 2; fertilizer, 1; commercial research, 2; hog buying, 1; training and educational work in the industry, 1; beef, 2; sausage, 1, and construction, 1.

#### What the Courses Were.

The specialized courses of instruction studied by these men included the following subjects: "History and Economics of the Packing Industry," "Financial Problems of the Packing Industry," "Production and Marketing of Live Stock," "Packinghouse Production," "Advertising and Selling Packinghouse Products," "Personnel and Labor Administration in the Packing Industry," "Accounting and Costs in the Packing Industry," and "Problems in the Marketing of Packinghouse Products."

A special four-week course in meat packing subjects will be given during the summer term of 1928 by the Institute of Meat Packing at the University of Chicago. The summer term opens Monday, June 18.

The course, which is especially planned for members of departments of animal husbandry and departments of agricultural economics who are particularly interested in the livestock industry, will survey the most important features of the packing business. Registration is also open to graduate students of either department who are recommended by the department heads or by the deans of their schools.

In addition to the four-year day course for young men intending to enter the packing industry, and the specialized training for graduates of other institutions, the Institute of Meat Packing offers evening courses at Chicago for men already employed in the industry, and home study courses for packinghouse employees throughout the country.

More than 2,000 registrations have been received since the courses were established four years ago.

#### PASSING OF A BIG MAN.

Joe T. Taylor, head of the Taylor Brokerage Co., Pittsburgh, Pa., passed away last week at his home in Pittsburgh, as reported in THE NATIONAL PROVISIONER. The dean of the packinghouse brokerage fraternity, his was a wholesome spirit the bigness of which cannot be described in words.

In addition to his high standing in the packinghouse world, he was a big man in Pittsburgh, a director of the Chamber of Commerce and chairman of its Committee on Inter-community Affairs, and its delegate to the United



THE LATE JOE T. TAYLOR.

States Chamber of Commerce. He was a 100 per cent Pittsburgh booster, and that city mourns and will miss him.

"We have lost a great-hearted, joyous, impulsive friend," says the Pittsburgh Rotary Club in its memorial. "A great spirit has gone. We admired him for what he did, but we loved him for what he was."

These verses written by Joe Taylor for his club bulletin in August, 1925, seem sadly appropriate now:

In these busy times in our daily trade,  
Too many times words are left unsaid,  
But isn't it well as they pass us by,  
To au revoir our friends with a kind good-bye?

Put your heart in these words, they are only two,  
Let them carry a load of love, from you  
To your friend, who goes on his way; and try,  
To wish him well, with a kind good-bye.

The time will come to you and me  
When we'll finally depart 'cross the unknown sea;  
But I fondly hope where'er I lie  
That someone will say a kind good-bye.

#### Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained by writing to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

#### SUSPEND MEAT RATE INCREASE.

Proposed increase of freight rates on fresh meats and packinghouse products in peddler cars between California, Arizona and New Mexico points has been suspended by the Interstate Commerce Commission. Increases of \$23 per car or more were to go into effect June 8, but have been postponed to January 8, 1929, pending further hearings.

The announcement of the Commission follows:

"By an order entered today in Investigation and Suspension Docket No. 3118, the Interstate Commerce Commission suspended from June 8, 1928, until January 8, 1929, the operation of certain schedules as published in the following tariffs issued by The Atchison, Topeka and Santa Fe Railway Company: Supplement No. 7 to I. C. C. No. 10422; Supplement No. 6 to I. C. C. 10499; Supplement No. 3 to I. C. C. No. 10557; I. C. C. No. 10621.

"The suspended schedules propose to increase the minimum per car charge on fresh meat and packing house products in peddler cars from, to or between Arizona, California and New Mexico from 10,000 pounds at the fourth class rates to 10,000 pounds at the higher fresh meat rates.

For example, from Denver, Colo., to Las Vegas, N. M., the present minimum charge per car is \$94 and the proposed \$117."

#### MORE LIVESTOCK BY TRUCK.

A marked increase is shown in the receipts of livestock by truck at 13 of the principal markets of the country in the first five months of 1928, compared with those of the same period of 1927.

At these markets the number of cattle received by truck so far this year totaled 486,457 an increase of 129,601 over the same period of last year. The number of calves was 329,617, a gain of 76,025. Sheep showed an increase of 43,056, totalling 432,578 in the first five months of 1928.

The greatest gain was in hogs, the truck receipts of which were 3,121,604, an increase of 1,326,204 over the 1927 period.

# THE NATIONAL Provisioner

Chicago and New York

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AMERICAN MEAT PACKERS

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OSCAR H. CILLIS, *Sec. and Treas.*

PAUL I. ALDRICH, *Editor and Manager*

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THE NATIONAL PROVISIONER is put on  
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terberg, Wm. Schludterberg-T. J. Kurdie Co., Bal-  
timore, Md.; Thomas E. Wilson, Wilson & Co.,  
Chicago.

## Must Packers Bond Buyers?

Packers must give bond as livestock  
dealers for their employees who act as  
livestock buyers in stock yards under  
the jurisdiction of the U. S. Depart-  
ment of Agriculture, according to the  
ruling of the department.

It is contended by packers that their  
employees are not livestock dealers  
under the terms of the Packers and  
Stock Yards Act, and therefore it is  
not necessary to bond them. A few  
packers, through fear of prosecution,  
were led to execute bonds for their men,  
but the majority in the industry have  
not done so.

A test case was made up for the  
purpose of settling this difference of in-  
terpretation of the law. Charles J.  
Roberts, president of Roberts & Oake,  
Chicago, permitted his company to be  
made the "victim" in this case, and  
action was brought under the act  
against his company.

A decision has just been issued by  
Acting Secretary of Agriculture Dun-  
lap, finding Roberts & Oake guilty of  
violation of the law in not bonding  
their livestock buyers, and they have  
been ordered to execute such bond  
within a stated period. The penalty  
under the law might be suspension of  
operations under government jurisdic-  
tion.

By agreement the case will be car-  
ried before the United States courts  
for a ruling on the interpretation of  
the law. A decision will benefit all  
packers who buy at public stock yards.  
It may settle more than this single  
point; it may have a bearing on the  
constitutionality of the entire act.

## Government in Business

Most men in the meat industry may  
feel that legislation relating to some-  
thing entirely apart from the industry  
is of no interest to them.

But this is a mistake. As an example  
of widespread interest of all classes of  
business men in legislation, the Cham-  
ber of Commerce of the United States  
recently commended President Coolidge  
on his stand against measures designed  
to bring government into business.

The President has pointed out that  
the menace of such legislation is not  
alone to the industries particularly

affected, but that there is a nation-wide  
menace in the great number of pro-  
posals before Congress which tend to  
supplant private initiative.

Organized business and industry is  
of the opinion that the government  
should refrain from entering any phase  
of business which can be successfully  
undertaken by private enterprise.

While there is little prospect at the  
present time of the government going  
into the meat business, a strong devel-  
opment of the tendency of government  
in business could easily find an enter-  
ing wedge in that industry also.

In the meantime any effort on the  
part of government that lessens indi-  
vidual initiative, or in any way inter-  
feres with the easy and prosperous op-  
eration of business and industry, is  
certain to affect the buying power of  
the consuming public and influence  
general prosperity.

This is very quickly reflected in the  
production of meat animals, and in the  
consumptive demand for their products.

There is every reason, therefore, why  
every business man in the meat indus-  
try should be interested in any type of  
national or local legislation which has  
a tendency to replace private initiative  
with government operation or control.

## Livestock Helps Farmer

Farm conditions generally are better  
than at any time in the past three  
months, according to the May 15 farm  
price index. This index shows an ad-  
vance of 16 points in grain, 9 points in  
meat animals and 12 points in cotton  
and cottonseed.

The May 15 price of hogs was 14 per  
cent higher than that on April 15, due  
primarily to the decline in receipts at  
the principal markets from the heavy  
marketings of February and March.

The recent improvement in the ex-  
port demand has also helped to  
strengthen hog prices.

While fat cattle prices are not en-  
tirely to the satisfaction of feeders,  
cattle prices generally are high and  
should give a fair return to producers.

The farm price of lambs rose 2 per  
cent from April 15 to May 15, but sheep  
prices were practically unchanged.

Whatever the position of the farmer  
on his other crops may be, his crop of  
meat animals is yielding good return.

# Practical Points for the Trade

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## Green Bologna Trouble

A sausage maker is having trouble with green bologna. He says precautions are taken, but still the product turns green after 4 or 5 days.

He writes as follows regarding this:

Editor The National Provisioner:

What can I do to prevent bologna from turning green?

I use only perfectly fresh cured meat, the stuff is cooked in the right way, the grinder works good.

For chopping I use only crushed ice, and take care the meat don't heat during the chopping process.

All of my bologna in beef bungs gets a little bit of green after 4 or 5 days.

Other sausage makers in this section are having similar trouble? Could it be caused by the water?

There are a good many causes for bologna turning green, and it is a trouble experienced in many parts of the country. This inquirer says that he uses only perfectly fresh cured meat, the product is cooked right and his grinder works good.

First of all, the following general principles should be carefully observed in any plant where trouble has been difficult to overcome:

*Keep all cutting and trimming equipment clean.*

*Chill meat quickly.*

*Reject trimmings that are not "right."*

*Avoid using overcured meats.*

*Keep a uniform temperature of 38 degs. F. in the curing room.*

*Keep the curing room scrupulously clean.*

*Cleanse and sterilize tierces and pans as soon as emptied.*

*Do not use meat before it reaches cured age.*

*Mix meat and curing ingredients thoroughly.*

*If flour is used, be sure that it is a special sterilized flour or cereal.*

*Clean grinders and mixers after each day's use.*

*Grind and stuff the meat as soon as possible after curing.*

*After stuffing, hang the product in a 45 deg. cooler over night. This will "set" the meat and help the cure.*

*Never let the cooler drop below freezing during the night.*

*Don't soak the casings too long. Use as soon as possible after washing.*

**Different Forms of Mould.**

The inquirer does not state whether this green color is general throughout the meat or whether it is in the form of a green ring.

If the discoloration is in the form of a ring it is doubtless due to one of two

causes. Either the product has hung in a cooler held at too low temperature, or the casing in which it is stuffed is not thoroughly clean.

After stuffing, product is sometimes put in the cooler before smoking and allowed to hang there overnight, sometimes next to the brine coils. The temperature there is too low, and the product chills and causes this ring as far as the frost penetrates.

It is necessary to watch closely the soaking of the beef bung casings. They should be soaked thoroughly and the water changed once or twice. When removing them from the soaking tub, strip the soaking water from each bung carefully by hand.

If cured casings are used, especially if they show a little age, the soaking water becomes putrid and slimy, and if they are removed from the soaking water carelessly and the meat stuffed into the container, some of the water will lodge on the outside of the meat next to the casing and cause discoloration.

It should be borne in mind that mould in sausage is caused by poor materials or careless handling. Care and cleanliness are the chief cures for "green" meat in sausage.

*Do you use this page to get your questions answered?*

## Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name .....

Street .....

City .....

Enclosed find a 2c stamp.

## Preparing Ground Bone

The best method by which a wholesale meat dealer can utilize bone is requested. Can it be ground green for chicken feed? If so, will this pay?

These are some of the questions raised by a wholesaler in the South, who says:

Editor The National Provisioner:

We would like to get some dope on preparing ground bones to be used as a chicken feed. Would like to know if the bones should be cooked before grinding, or should they be ground raw?

Also please tell us how to prepare bones for fertilizer, and what method of handling would be the most profitable.

This inquirer gives no idea of the quantity of bone he has available, and whether or not this bone is cooked to extract the tallow or grease.

The green bone is sometimes ground and sold as a chicken feed. This makes a very satisfactory outlet for green bone provided it is not held and a market has been made for it in advance. It is a highly perishable product and can not be kept on hand for any length of time. It is, however, an excellent chicken feed and bone so prepared will bring a better price than if sold locally for rendering.

If bones are sold green or ground green for chicken feed every particle of meat that it is possible to remove should be used for other purposes as it will always bring more money as meat than as bone.

In plants where product is rendered the bone is usually included with other materials and along with the rest of the tankage or cracklings it is used either for fertilizer or feeding purposes.

Where the production is small the bones are sold to local renderers or are ground green for chicken feed.

If the inquirer will give information about the quantity of bone available, whether or not product is rendered in his establishment, and if so, whether it is dry rendered or the wet process used, a more specific reply can be given.

## Grease from Whole Hog

What is the yield of grease from a whole hog tanked?

A renderer in the East raises this question. He says:

Editor The National Provisioner:

What is the yield of grease when a whole hog is tanked?

The only time a whole hog is tanked is in the case of dead hogs, or a condemned carcass.

The yield is dependent in large measure on the degree of fatness of the hog. In the case of dead hogs this will average around 30 per cent.

A condemned carcass should yield 40 per cent of grease.

## Pigs' Feet in Glass Jars

Do pigs' feet put up in glass jars need any special handling? A Western packer wants to pack this product and says:

Editor The National Provisioner:

We want to put up pigs' feet in Mason quart jars. We make pigs' feet in kits and quarter barrels, etc., but have never packed them in glass jars.

Is there any special information as to how this should be done that you could give us?

Pigs' feet are handled no differently when put up in glass jars than if they are packed in kits or barrels.

It is, of course, desirable that they be well cooked, that nice white-skinned feet be selected and that they show no scalded skins. Product to be so packed is necessarily put up for a somewhat fancy trade, and should be prepared so as to have the greatest appeal to that trade.

It is desirable that the feet be carefully placed in the jars, and that a few bay leaves, cloves and such other spice as is used show through the glass of the jar.

Instructions for making pickled pigs' feet appeared in THE NATIONAL PROVISIONER of January 21, 1928.

## To Avoid Freezer Burn

Freezer "burns" in meat are sometimes troublesome in cold storage warehouses, either those belonging to packers or operated as public warehouses.

A Southern warehouseman raises a question regarding this. He says:

Editor The National Provisioner:

We would like a little information on freezer burn. We carry our freezer at 12 degs. for bacon. We stored some frozen pork in the same room and dropped the temperature to 7 degs. for a few days to harden the pork. Now we hear we freezer burned the product.

We would like to know at just what temperature product is freezer burned, or is there really such a thing?

This inquirer has been having trouble with what he has been told is freezer burn, and asks if there really is such a thing.

There is a drying out process in the freezer which is commonly known as freezer burn. This occurs at the lower temperatures more quickly than at around 14 or 15 degs., which is the temperature at which product frozen in a sharp freezer is generally held.

The inquirer states that he was holding bacon in a freezer at 14 degs. and dropped the temperature down to 7 degs. to freeze some loins. It would be better if the storage freezer could be held at 14 or 15 degs. above zero, and any new product to be frozen be handled first in a freezer held at zero or 10 below. Then after it is fully frozen transfer to the storage freezer.

Product to be frozen and held should

be protected with packers' wax, an inexpensive paper used extensively for this purpose. Each piece should be wrapped separately when it is put in the freezer, and this will go a long way toward preventing freezer burn.

If stock is left in the freezer too long it is likely to "burn" even if it is wrapped, but the paper serves as a preventive measure by keeping the meat from drying out so fast.

## Sausage Cooler Control

A Western sausage maker asks about storage cooler temperatures. He says:

Editor The National Provisioner:

Kindly send us information about the temperature control in the cooler where finished product is stored, such as frankfurts, bologna and veal and ham sausage.

The temperature of the storage cooler for smoked or cooked product should be from 45 to 50 degs., the higher temperature being preferable in most cases.

Of course it is assumed that no product will remain in the storage cooler for any length of time, the production being gauged to the trade demand.

If cooler temperatures are too low they have a tendency to make the product lose color, and to sweat when it is brought into natural temperatures.

The inquirer asks about temperature control in the cooler. *If he wishes to be certain that his cooler temperatures are under perfect control, automatic temperature control apparatus should be installed.*

## Your Cooling System

Most hot weather troubles can be traced to faulty refrigeration.

Do you ever have trouble with the refrigerating system in your plant?

Do you know how to take care of your condensers, brine circulation, refrigerating machines?

Is your insulation in good shape?

Cold air leaks cost money. They will eat you up if you don't watch out!

Care of a packinghouse refrigerating system is plainly and simply described in an article on "Refrigeration in the Meat Plant," by a packinghouse master mechanic, printed in a recent issue of THE NATIONAL PROVISIONER.

If you want a copy of the article, cut out this notice and send it with a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

## Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

### TRADE MARK APPLICATIONS.

**The Visking Corporation, Chicago, Ill.** Vegetable casings for sausages and frankfurters. TRADE MARK: No Jax. Claims use since April 25, 1927. Application serial No. 254,788.

# NoJax

**The Visking Corporation, Chicago, Ill.** Vegetable casings for sausages and frankfurters. TRADE MARK: Picture of a frankfurt removing an overcoat and the words "With the overcoat off." Claims use since April 25, 1927. Application serial No. 254,789.

### NEW MATHIESON SALES HEAD.

E. E. Routh has been appointed manager of sales of the Mathieson Alkali Works, Inc., following the resignation of John W. Boyer, who had occupied that position for the past six years.

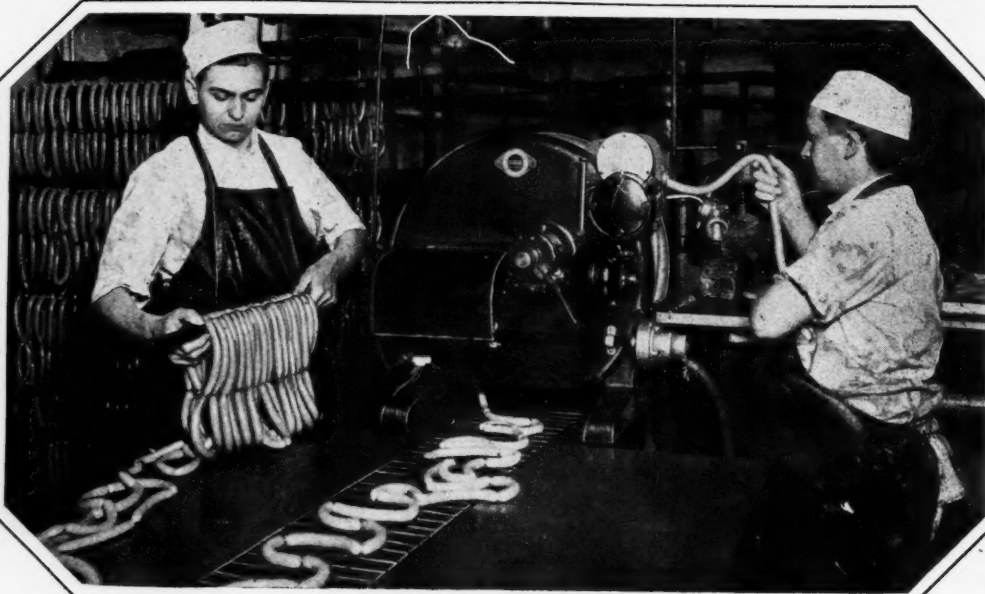
Mr. Routh has been a member of the Mathieson organization for thirty years, with the exception of four years in college, having started in as office boy at the Saltville plant at the age of eleven. For the past eight years he has held the important post of Southern sales manager, with headquarters at Charlotte, N. C. Effective at once, he will be transferred to the executive offices of the company in New York City.

The company also announces the appointment of Fred O. Tilson, who has been representing the company in the Southwest, as Southern district sales manager, with offices at Charlotte, N. C.

### IMPORT CASING CERTIFICATE.

Under the federal meat inspection rules animal casings imported from foreign countries must be disinfected on arrival unless they are accompanied by certificate from the proper health official of the country of export that they comply with U. S. sanitary requirements.

Additional certificates announced as acceptable are as follows: Mexico, Minister of Agriculture and Development; Palestine, Director of Agriculture and Forests.



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152 West 42 St.,  
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Gentlemen:

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Preliminary tests have shown that it will undoubtedly cut production costs, and in addition give that uniformity of size so generally demanded.

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Very truly yours,  
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*Wm. H. Hoff*

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Why  
not  
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152 WEST 42<sup>ND</sup> ST., NEW YORK, N.Y.**

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# A Page for the Packer Salesman

## The Salesman's Problems

### Theory and Practice in Selling Packinghouse Products

By T. E. Bradley

(EDITOR'S NOTE.—At the request of THE NATIONAL PROVISIONER Mr. Bradley, a packinghouse salesman and sales manager of long experience, has prepared a discussion of the problems of the packinghouse salesman.

The first instalment discussed the relative position of the packer salesman in the industry, and the need for training. The second dwelt on the need for packer salesmen, and the difference between salesmen and "order takers."

In this article Mr. Bradley talks about the making of salesmen, and what is needed to be able to make sales.)

#### Ability to Make Sales.

Since the primary object of this discussion is to outline selling principles, and show how they apply to the merchandising of packinghouse products, we do not wish to digress from the subject matter.

A certain amount of preparation is necessary for any sales undertaking, and a salesman's ability to make sales depends to a large extent upon this preparation.

Supplementary to his knowledge of product are other factors which must be considered. Self confidence—a belief in one's ability to make good—is probably the next in importance to knowledge. Other qualities, well known but worth mentioning, are honesty, loyalty to one's company, courage, and will power.

The most important factor of all, however, and the one which we wish to discuss particularly, is that of *knowing how to sell*.

#### Salesmen Are Made.

For some, this problem seems to be easier than for others. I challenge the theory, however, that salesmen are born, not made.

I concede that there are those who possess a natural trait of aggressiveness—a positive rather than a negative character. This type has a distinct advantage to begin with. But such qualities may be acquired.

I have known several men who, in their earlier selling days, possessed little of the so-called "natural" ability, but who later developed into high-type, successful salesmen.

They acquired, through necessity, this quality of aggressiveness which they did not have to start with. They had the necessary amount of motive power (the will to do), and refused to let any shortcomings in their per-

sonality hinder them in their progress.

In this highly competitive age, successful merchandising is becoming more and more problematical. It must be solved by the application of established rules. Catch-as-catch-can and hit-or-miss methods are no longer effective.

#### An Effective Sales Talk.

The rules referred to have been established by the application of the principles of psychology to the selling problem. A sales talk, to be one hundred per cent effective, must be built on this basis.

It is true that some salesmen have worked out their own rules without resorting to theory, and have solved the problem without being conscious of the psychological principles involved. They belong in that class of successful salesmen who really do not know how they accomplish their results—they just "go after the business and get it."

The salesman who actually makes a study of his selling problem, from a theoretical point of view, will accomplish similar results, but with less effort and less "waste motion."

Therefore, it is to the salesman's best interest to analyze his problem—to follow the "established route," if he is to get maximum returns for the effort put forth.

In his next article Mr. Bradley will discuss "How Sales Are Made."

### Tips for Your Trade

#### IT'S "READY-TO-SERVE" TIME.

Now is the time to talk "ready-to-serve" meats to every dealer you call on. These products are especially useful for picnic meals and for supper and lunch on hot days. They keep well for the dealer, they display attractively, and they will mean increased sales for the dealer, because consumers buy them in place of some of the "meat substitutes." A small trial order will convince any dealer.—Meat Trade Topics.



BRINGING HOME THE BACON.

## Gaining Good Will

### Salesman Can Make Friends With Customers by Helping Them

Some meat salesmen seem to have a gift for making friends with those on whom they call. Customers are frankly glad to see them when they step inside the door.

Others do not seem to be able to acquire this gift, and are handicapped in their work because they do not meet their customers on this friendly basis.

One salesman discusses this subject in a letter to THE NATIONAL PROVISIONER, and tells how he has built up good will for himself and his firm by helping retailers to become better business men. He says:

Editor THE NATIONAL PROVISIONER:

Most salesmen as a class are well-informed on meats and meat products and lose no opportunities to improve their knowledge along these lines.

This is necessary, and as it should be. But it has been my experience that it is equally valuable to be well informed on retail meat merchandising and general business conditions. And it seems to me that if more salesmen would give attention to these matters they would have more success in their work, and the meat industry in general would be the gainer.

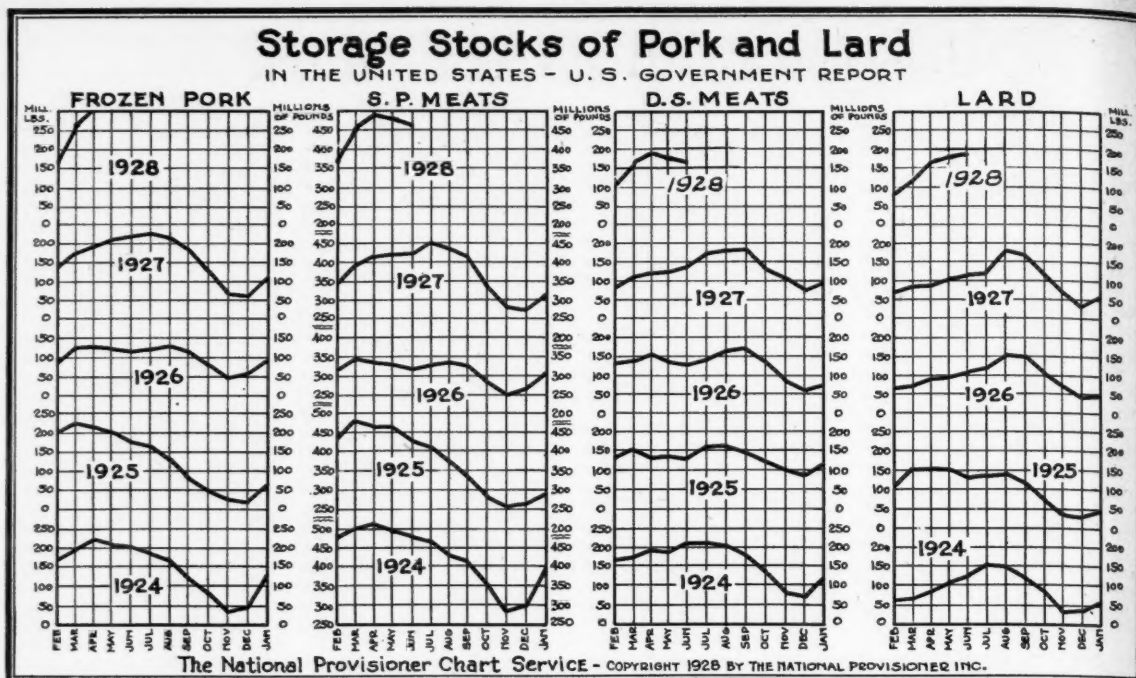
#### Trade Tips for Customers.

It seems to me the men on whom I call are always glad to see me. Of this I am quite sure—I get my share of their orders. They deal with me first because my products are right, and they get good service. And they are glad to see me because I make it a point every now and then to pass on to them a tip that will be of value to them.

And these tips are not difficult to get. If a salesman will keep his eyes open when he calls on customers, he will see things that are being used profitably by retailers here and there in his territory. No man has a monopoly on brains. What one man will think of may not occur to another, who could use the information to advantage did he know about it.

Acting as a clearing house for this information not only helps the salesman to make friends, but it tends to build up and develop the retail meat industry in his territory. And in this way, perhaps, it increases the sales of meats and helps the salesman and his house to dispose of more products.

Yours truly,  
PACKER SALESMAN.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trends in accumulations of meat and lard on the first of each month during 1928, compared with those of the four previous years.

Heavy supplies of all pork meats and of lard were on hand June 1, but stocks of frozen and cured beef were very light, having declined sharply during the past month.

Stocks of frozen pork at 290,513,000 lbs. are 16,000,000 lbs. lighter than those on hand May 1, 79,000,000 lbs. heavier than a year ago and 106,000,000 lbs. heavier than the 5-year average on June 1. The latter includes two years of record hog runs, when supplies were heavy, but when the export outlet for all product was much better than it has been in the past five months.

Stocks of dry salt meats showed a slight decline during the month, but are about 26,000,000 lbs. heavier than those of a year ago. They are about the equivalent of the five year average on June 1. While at markets east of the Mississippi River the bulk of hogs received were of the lighter weights, many heavy hogs have arrived at the river markets. This has resulted in large accumulations of this class of meat in spite of a good consumptive movement.

Stocks of pickled meats declined

some 24,000,000 lbs. during the month. They are now only 23,000,000 lbs. heavier than a year ago and 27,000,000 lbs. more than the five-year average. There has been a broad consumptive movement on regular hams and picnics and with continued improvement in the export outlet and the arrival of the boiled ham season the product should move into consumptive channels without difficulty.

Lard stocks continue to mount, having increased approximately 12,500,000 lbs. during the month. They are nearly 74,000,000 lbs. heavier than those of last June 1, and 72,000,000 more than the five-year average. While these are very heavy stocks, there is no product that can be stored and held with less risk than lard. Even though the current movement does not reduce stocks, lard may be very good property some months hence.

The whole situation in regard to storage stocks hinges on the hog runs during the balance of the packer fiscal year, and on the spring pig crop.

The pig survey issued by the U. S. Department of Agriculture toward the end of June will be awaited with much interest. While the figures given in these surveys cannot be regarded as exact, the trends shown in past surveys have been remarkably accurate.

At present the belief is that the spring pig crop will show considerable decrease from the crop of last spring.

At the time sows were bred for spring farrow the hog market was in a rather unsatisfactory situation from the standpoint of the producer, and the current marketings showed evidence of a large crop. This undoubtedly influenced breeding, unless producers generally are coming to realize that the time to continue their normal production is when the hog market is most unsatisfactory.

It is then that the wise producer continues on the same scale, realizing that there is a considerable percentage of in-and-outers in the business of hog production who are scared away by an unsatisfactory market. Just how large the percentage of far-seeing producers is will be evidenced by the number of spring pigs farrowed.

#### DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ended June 9, 1928, were 5,271 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

#### LARD AND GREASE EXPORTS.

Exports of lard from New York, June 1, 1928, to June 13, 1928, 10,261,359 lbs.; tallow, none; grease, 71,000 lbs.; stearine, none.

# Provision and Lard Markets

## WEEKLY REVIEW

### Lard Stocks Increased—Hog Movement Liberal—Product Stocks Heavy—Trading Light.

The trade in hog products the past week has been quiet with a very narrow range to prices and an absence of decided tendency to the market. The market seems to be stabilized around the present level, with sufficient absorbing power to take care of the offerings from day to day. The movement of hogs is so liberal, however, that this movement and the large stocks of products tend to check advancing tendencies although for the time being there is not enough pressure to cause more than moderate reaction.

The monthly statement of stocks showed a decrease of 18,000,000 lbs. of frozen pork and a decrease of 24,000,000 lbs. in pickled pork. The stock of lard increased 12,000,000 lbs. and the total is one of the largest at this time of the year for a long period.

The production of lard continues liberal and the accumulations from the movement of hogs is more than the trade can assimilate including the exports. The actual gain in the stocks, however, is not large when counted in the form of the number of hogs required to produce the increase.

#### Hog Receipts Increase.

The receipts of hogs at the principal markets for the past week showed an increase of 70,000 over the preceding week and exceeded last year by 30,000. The total movement of hogs at the leading points for the season shows a total of 8,718,000 against 7,900,000 last year. The packing of hogs at Chicago this season has been 1,837,000 against 1,765,000 last year.

Quite a little interest has been attached to the relative position of lard prices for July and December and the price of corn for July and December. December corn has recently been running from 17c to 18c a bushel under the price of July corn, while December lard has been approximately half a cent a lb. over the nearby lard. This has resulted in quite a little selling of December lard in connection with the purchase of December corn.

It has been argued that if the present price of lard is a fair one, on the basis of present costs of corn and hogs, the position of December lard and December corn is such as to suggest the possibility of a profitable spread.

The large stock of lard is naturally having considerable influence on the ideas as to values of oil and the possible influence of lard prices on oil and the general distribution of lard for the domestic market. As shown by the figures of the stocks, the exports and the domestic trade is not absorbing the current production. The gain in total stocks, however, is so light that a fractional gain in the domestic distribution or in the exports would very readily take up the surplus supply of lard.

### Lard Exports Increase.

The exports of lard the past week showed an increase over the preceding week, with the total amounting to 10,000,000 lbs. against 12,003,000 last year. The exports of meats were 4,647,000 lbs. against 6,780,000 lbs. last year. The chances for any material gain in the export movement of lard and meats is somewhat of a problem. The present price does not seem attractive enough to bring in any material volume of shipments.

The domestic trade is fairly good, but as usual the business the past week has been rather spasmodic, with an absence of general interest partly due to the political situation and more disposition to watch the news from Kansas City than to watch the market reports.

The weather conditions have been quite generally favorable for the feed grain crops. There is some local complaint of too much rain for corn and that corn is getting weedy, but generally the rains have been sufficient to give ample moisture for some time. The condition of the pasturage and hay crops have been distinctly improved. The rains have been quite heavy in parts of the northwest and there has been quite good rainfall over a considerable portion of the cattle ranges.

**PORK**—Demand was moderate and the market quiet, with mess New York, quoted at \$30.00; family, \$34.50; fat backs, \$26.00@29.00. At Chicago, mess was quotable at \$29.00.

**LARD**—Domestic trade was fair, but export interest quiet and the market easier with futures. At New York, prime western was quoted at \$12.00@12.10; middle western, \$11.85@11.95; New York City, 11c; refined continent, 12½c; South American, 13½c; Brazil kegs, 14½c; compound, car lots, 12c; less than cars, 12¼c. At Chicago, trade was fair, with round lots of regular lard quoted at 10 under July; loose lard 95 under July; leaf lard, 115 under July.

**BEEF**—The market was dull but steady. New York mess was quoted at \$22.00@23.00; packet, \$23.00@25.00; family, \$25.00@27.00; extra India mess, \$39.00@40.00; No. 1 canned corned beef, \$3.40; No. 2, 6 lbs., \$16.75; pickled tongues, \$55.00@60.00 per barrel.

See page 43 for later markets.

### LIVERPOOL PROVISION STOCKS.

The imports of provisions and lard into Liverpool for the month of May, with comparisons, are reported as follows by the Liverpool Provision Trade Association:

	Bacon, lbs.	Hams, lbs.	Lard, lbs.
Bacon, includ. shoulders..	5,508,496		
Hams .....	4,842,432		
Lard .....	8,545,600		
The approximate weekly consumption ex Liverpool stocks, with comparisons, was as follows:			
May, 1928 .....	1,257,648	1,204,704	1,603,840
April, 1928 .....	1,067,840	888,720	1,431,360
May, 1927 .....	1,241,072	1,197,504	1,585,920

### BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, June 15, 1928.

General provision market steady but firm. Trade quite active on A. C. hams for July, August and September. Picnics and square shoulders firm. Lard very quiet.

Spot prices on A. C. hams advanced 2s. 6d. this week, with further sales made for deferred shipment at a new high price.

Today's prices are as follows: Liverpool shoulders, square, 75s; hams, American cut, 94s; hams, long cut, 96s; Cumberland cut, 89s; short backs, 82s; picnics, none; bellies, clear, 86s; Canadian 101s; spot lard, 59s 3d; Wilshire, none.

### EUROPEAN PROVISION CABLES.

The market at Hamburg shows little alteration, says James T. Scott, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Approximate receipts of lard for the week were 1,943 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 103,000 at a top Berlin price of 17.39c a pound, compared with 62,000 at 16.67c a pound, for the same week last year.

The Rotterdam market was dull with the exception of extra premier jus and prime premier jus with prices declining and demand poor.

The Liverpool market was firm.

Stocks light and demand good with the exception of refined lard of which there are rather heavy stocks with a poor consumptive demand.

The total of pigs bought in Ireland for bacon during the week were 20,000; while the estimated slaughter of Danish hogs for the week ending June 8, 1928, was 93,000.

### CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on June 14, 1928, with comparisons, are reported by the Chicago Board of Trade as follows:

	June 14, 1928.	May 31, 1928.	June 14, 1927.
Mess pork, new, made since Oct. 1, '27, bris. ....	735	600	358
P. S. lard, made since Oct. 1, '27, lbs. ....	96,148,485	85,351,066	42,253,772
P. S. lard, made Oct. 1, '26, to Oct. 1, '27, lbs. ....	4,104,000	4,117,000	3,612,227
Other kinds of lard, lbs. ....	7,370,337	5,618,890	4,276,165
S. R. sides, made since Oct. 1, '27, lbs. ....	2,428,582	1,980,434	1,217,500
S. R. sides, made previous to Oct. 1, '27, lbs. ....	28,000	43,000	.....
D. S. cl. bellies, made since Oct. 1, '27, lbs. ....	26,313,690	24,408,246	19,158,186
D. S. rib bellies, made since Oct. 1, '27, lbs. ....	3,606,996	3,641,856	4,372,961
D. S. rib bellies, made previous to Oct. 1, '27, lbs. ....	3,000	3,000	.....
Ex. sh. cl. sides, made since Oct. 1, '27, lbs. ....	177,288	149,157	250,555

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## PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ended June 9:

## HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended—		Jan. 1, '28, to	
	June 9, 1927.	June 11, 1928.	June 4, 1928.	June 9, 1928.
	M lbs.	M lbs.	M lbs.	M lbs.
Total .....	1,766	1,671	1,599	55,795
To Belgium .....			13	179
United Kingdom .....	1,608	1,600	1,535	46,261
Other Europe .....		10		828
Cuba .....	8	49	25	3,745
Other countries .....	150	12	26	4,782

## BACON, INCLUDING CUMBERLAND.

	2,136	1,632	1,910	62,959
Total .....	2,136	1,632	1,910	62,959
To Germany .....	310		184	6,306
United Kingdom .....	1,333	1,523	1,356	27,881
Other Europe .....	419	43	358	18,630
Cuba .....	13		8	6,421
Other countries .....	41	66	4	3,721

## LARD.

	10,805	10,917	9,488	357,916
Total .....	10,805	10,917	9,488	357,916
To Germany .....	5,576	3,990	2,516	87,248
Netherlands .....	404	1,087	1,373	22,406
United Kingdom .....	3,256	3,439	2,991	121,833
Other Europe .....	1,840	585	499	38,827
Cuba .....	1,312	1,118	1,293	36,130
Other countries .....	917	689	816	51,472

## PICKLED PORK.

Total .....	258	508	301	12,710
To United Kingd..	79	53	50	2,069
Other Europe ...	5	3	6	880
Canada .....	81	190	160	3,410
Other countries..	93	262	85	6,351

## TOTAL EXPORTS BY PORTS.

Week ended June 9, 1928.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total .....	1,766	2,136	10,805	258
Boston .....	252	15		17
Detroit .....	678	540	989	79
Port Huron .....	800	181	1,177	68
Key West .....	7	2	994	
New Orleans .....	29	14	1,229	89
New York .....		1,394	6,382	5
Philadelphia .....				34

## DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.
Exported to:		
United Kingdom (total) .....	1,608	1,353
Liverpool .....	942	1,227
London .....	268	64
Manchester .....	38	
Glasgow .....	124	62
Other United Kingdom .....	236	

	Lard, M lbs.
Exported to:	
Germany (total) .....	3,576
Hamburg .....	3,510
Other Germany .....	66

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## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on June 14, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS (Hvy. Wt., 700 lbs. up):				
Choice .....	\$21.00@22.00	\$20.50@21.00	\$21.50@22.50	\$22.00@23.00
Good .....	20.00@21.00	19.50@20.50	20.50@22.00	21.00@22.00
STEERS (Lt. & Med. Wt., 700 lbs. dn.):				
Choice .....	22.00@23.00		22.00@22.50	22.50@23.50
Good .....	20.50@22.00		21.00@22.00	21.00@22.50
STEERS (All Weights):				
Good .....	19.00@21.00		18.00@20.50	18.50@20.50
Common .....	17.00@19.00		17.00@19.00	
COWS:				
Good .....	18.00@19.00	18.00@19.00	18.00@19.00	18.50@19.50
Medium .....	16.50@18.00	17.00@18.00	16.50@18.00	16.50@17.50
Common .....	15.50@16.50	16.50@17.00	15.50@16.50	15.00@16.50
<b>Fresh Veal (1):</b>				
VEALERS:				
Choice .....	21.00@23.00	25.00@27.00	21.00@23.00	21.00@22.00
Good .....	19.00@21.00	22.00@25.00	19.00@21.00	19.00@20.00
Medium .....	17.00@19.00	19.00@22.00	17.00@19.00	16.00@18.00
Common .....	15.00@17.00	17.00@19.00	14.00@16.00	14.00@15.00
<b>CALF CARCASSES:</b>				
Choice .....	20.00@22.00			18.00@19.00
Good .....	18.00@20.00			16.00@17.00
Medium .....	16.00@18.00		14.00@16.00	14.00@16.00
Common .....	14.00@16.00		12.00@14.00	13.00@14.00
<b>Fresh Lamb and Mutton:</b>				
SPRING LAMB:				
Good-choice .....	29.00@32.00	32.00@34.00	28.00@31.00	28.00@31.00
Medium .....	25.00@28.00	24.00@28.00	24.00@28.00	25.00@28.00
Common .....	22.00@25.00	24.00@29.00	20.00@24.00	21.00@25.00
LAMB (30-42 lbs.):				
Choice .....	29.00@30.00	31.00@32.00	28.00@31.00	27.00@28.00
Good .....	28.00@29.00	30.00@32.00	27.00@28.00	26.00@27.00
LAMB (42-55 lbs.):				
Choice .....	28.00@29.00	30.00@32.00	28.00@30.00	27.00@28.00
Good .....	26.00@28.00	29.00@31.00	26.00@28.00	26.00@27.00
LAMB (All Weights):				
Medium .....	25.00@27.00	25.00@29.00	23.00@26.00	24.00@26.00
Common .....		22.00@25.00		
MUTTON (Ewes):				
Good .....	14.00@16.00	16.00@18.00	12.00@14.00	15.00@16.00
Medium .....	12.00@14.00	14.00@16.00	10.00@12.00	14.00@15.00
Common .....	10.00@12.00	11.00@14.00	9.00@10.00	
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lbs. av. ....	17.00@19.00	19.00@20.00	18.00@21.00	19.00@22.00
10-12 lbs. av. ....	16.00@18.00	18.00@20.00	17.00@20.00	18.00@21.00
12-15 lbs. av. ....	15.00@17.00	17.00@19.00	16.00@17.50	17.00@19.00
15-18 lbs. av. ....	15.00@16.00	17.00@18.00	15.50@17.00	17.00@18.00
18-22 lbs. av. ....	14.00@15.00	16.00@17.00	14.50@15.50	16.00@17.00
SHOULDERS:				
N. Y. Style—Skinned .....	13.00@14.00		13.00@14.00	13.00@15.00
PICNICS:				
4-6 lbs. av. ....		14.50@15.50		
6-8 lbs. av. ....		14.00@15.00		
BUTTS: Boston Style .....	16.00@17.50		17.00@19.00	17.00@18.00
SPARE RIBS: Half Sheets .....	9.50@10.50			
TRIMMINGS:				
Regular .....	9.00@ 9.50			
Lean .....	16.50@17.00			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

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# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The situation in tallow the past week was somewhat easier with reports current of sales of New York extra at 8½c, a decline of fully ½c from the previous week. It was difficult to learn whether this was outside stuff or not, but at any rate, the weaker market in the west had influence here in the east and a barely steady position of greases in general helped bring about the decline. Around 8½c a better demand was reported, but producers were inclined to hold out for better levels. Sentiment, nevertheless, was mixed.

At New York, special was quoted at 8c; extra, 8½c; edible, 9½c. At Chicago, the tallow market was dull and barely steady, with moderate inquiries reported for prime packer. At Chicago, edible was quoted at 9c; fancy, 8½c; 8½c; prime packer, 8½c; No. 1, 8c; No. 2, 7½c.

At the London auction on Wednesday, June 13, 1,218 casks were offered and 264 sold, the market showing little change from two weeks ago. Mutton was quoted at 41s 6d@42s 6d; beef, 40@44s; good mixed, 38s@40s. At Liverpool, Australian tallow was steady and unchanged, with fine quoted at 42s and good mixed at 39s 9d.

**STEARINE**—The market was quiet and steadier. Last sales of oleo, New York, were at 9½c, but very little business developed this week. Sellers were asking 9½c@10c, with buyers not inclined to pay up. At Chicago, the market was rather slow with oleo quoted at 9½c@9½c.

**OLEO OIL**—The market was steady, but demand, both domestic and export, appeared limited. At New York, extra was quoted at 14c; medium, 11½@12½c according to quality; lower grades, 11½@12½c. At Chicago, demand was reported quiet and the market about steady, with extra at 13½c.

**LARD OIL**—Demand was limited to small lots and the market was about steady. At New York, edible was 16½c; extra winter, 13½c; extra, 12½c; extra No. 1, 12½c; No. 1, 11½c; No. 2, 11½c.

**NEATSFOOT OIL**—Demand was limited to immediate requirements and the market about steady. At New York, pure was quoted from 15½c; extra, 12½c; No. 1, 12c; cold test, 18½c.

**GREASE**—The market presented little that was new the past week. Trade was of a hand to mouth character and prices were about steady. Buyers were holding off owing to easiness in the general grease list, while sellers were slow in coming down in their ideas. Sentiment was divided. At New York, superior house was quoted at 7½c; choice yellow and house, 7½@7¾c; A white, 7½c; B white, 7½c; choice white, 9½c. At Chicago, greases were rather dull

and barely steady, with the price easier on choice white and yellow. Offerings of brown were scarce with bids in the market at 7c f.o.b. Cincinnati. At Chicago, brown was quoted 7@7½c; yellow, 7½@7¾c; A white, 8@8½c; B white, 7½@8c; choice white, all hog, 8½@8¾c.

## By-Products Markets

Chicago, June 14, 1928.

### Blood.

Good grade blood offered at \$5.00 per unit ammonia, f. o. b. Central West points.

Unit Ammonia.  
Ground and unground.....\$ @5.00

### Digester Hog Tankage Materials.

Digester tankage market quiet and easier. Good colored 7 to 9 per cent in slightly better demand than the higher testing product.

Unit Ammonia.  
Ground, 11½@12% ammonia.....\$5.00@5.25&10n  
Ungrd., 11½ to 12% ammonia.....4.90@5.15&10  
Ground, 6 to 8% ammonia.....4.90@5.15&10  
Ungrd., 6 to 8% ammonia.....4.25@4.50  
Liquid stick, 7 to 11% ammonia.....4.00@4.25

### Fertilizer Materials.

Fertilizer tankage market is quiet. Ten per cent ground and unground can be bought for nearby and future at \$4.50 and 10 Chicago.

Unit Ammonia.  
High grd., ground, 10% am.....\$4.50 & 10  
Lower grd., gr. and ungr., 6-9% am. 4.00@4.25  
Hog meal.....@4.00n  
Bone tankage, low grade, per ton.....24.00@25.00

### Bone Meals.

Little trading in this market, most of the product being deliverable on contract.

Per Ton  
Raw bone meal.....\$55.00@60.00  
Steam, ground.....@30.00  
Steam, unground.....@28.00

### Cracklings.

Crackling market easier, with \$1.15@1.20 per unit of protein for unground cake and expeller, both prompt and future.

Per Ton.  
Hard pressed and exp. unground, per unit protein.....\$ 1.15@1.20n  
Soft prod. pork, ac. grease & quality.....@50.00  
Soft prod. beef, ac. grease & quality.....@50.00

### Gelatin and Glue Stocks.

Quality jaws, skulls and knuckle bones can be sold at \$43.00 per ton. Sinews, pizzles and hide trimmings nominally \$30.00@31.00, Chicago, somewhat higher at some other Western points. General market quiet.

Per Ton.  
Kip and calf stock.....\$ @40.00  
Rejected manufacturing bones.....52.50@55.00  
Horn piths.....45.00@46.00  
Cattle jaws, skulls and knuckles.....@43.00  
Sinews, pizzles and hide trimmings.....30.00@31.00  
Pig skin scraps and trim., per lb.....4.00@4.25n

### Horns, Bones and Hoofs.

Hoofs are quoted at \$40@45 per ton. Some contracts still being sought.

Per Ton.  
Horns, according to grade.....\$40.00@150.00  
Round shin bones.....55.00@ 85.00  
Flat shin bones.....55.00@ 60.00  
Cattle hoofs.....40.00@ 45.00  
Junk bones.....@ 30.00

(Note—Foregoing prices are for mixed carcasses of unassorted materials, indicated above.)

### Animal Hair.

Summer coil dried hog hair selling at \$40 per ton. All hair moving on the basis of quality.

Coil and field dried.....@ 2c  
Processed grey, per lb.....@ 5c  
Cattle switches, each.....@ 5½c

\*According to count.

## MARCH BY-PRODUCTS YIELDS.

The estimated yield and production of by-products from slaughter under federal inspection during March, 1928, are reported, with comparisons, by the U. S. Department of Agriculture as follows:

Class	Average wt. per animal		Per cent of live weight		Production				Per cent Mar., 1928, is of avg.
	Mar. 1, 1927, to Feb. 28, 1928	Mar., 1928	Mar. 1, 1927, to Feb. 28, 1928	Mar., 1928	Mar. 1, 1927, to Feb. 28, 1928	Mar. 5-yr. average	Mar., 1927	Mar., 1928	
	Lbs.	Lbs.	P.ct.	P.ct.	1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.	P.ct.
Edible beef fat <sup>1</sup> .....	34.81	40.02	3.69	4.19	325,298	29,286	30,489	28,400	90.15
Edible beef offal.....	28.57	29.24	3.03	3.06	266,556	20,750	22,178	19,289	92.96
Cattle hides.....	64.40	64.31	6.83	6.73	606,081	47,401	49,416	42,763	90.04
Edible calf fat <sup>1</sup> .....	1.37	1.30	0.78	0.86	6,649	453	568	528	118.56
Edible calf offal.....	6.63	6.02	3.75	3.97	32,064	2,662	3,010	2,444	91.81
Lard <sup>1</sup> .....	36.15	37.97	15.54	16.55	1,690,351	155,082	140,267	194,583	125.50
Edible hog offal.....	6.33	6.43	2.72	2.80	297,042	21,757	24,780	32,932	151.45
Pork trimmings.....	13.04	11.28	5.60	4.92	613,993	43,141	48,260	57,806	133.99
Edible hog grease <sup>2</sup> .....	2.82	2.76	1.21	1.20	132,746	12,470	11,742	14,186	113.76
Edible sheep fat <sup>1</sup> .....	2.12	2.46	2.58	2.76	27,405	2,716	2,687	2,497	91.94
Edible sheep offal.....	2.00	2.03	2.43	2.27	25,924	1,802	2,102	2,060	114.32

<sup>1</sup> Unrendered. <sup>2</sup> Rendered.

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Both Soft and Hard Pressed

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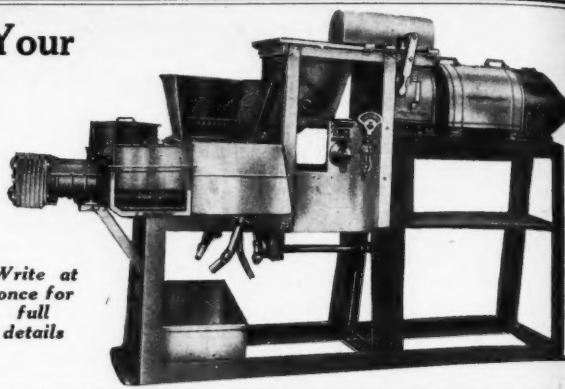
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### EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, June 13, 1928.

Blood is very firm and stocks are about cleaned out. Last sales were made at \$4.75 and sellers are asking \$5.00 for July delivery.

Tankage is also in a strong position with very little material available for prompt shipment.

Cracklings, 50 to 55 per cent, are being held at \$1.20 per unit.

Interest this week in the local markets is centered at the annual convention of the National Fertilizer Association at the Chamberlin-Vanderbilt Hotel, Old Point Comfort, Va., where there is a record attendance.

### BRITISH TAKE MORE PORK.

More pork and bacon and less of other kinds of meats were received in London Central Markets during the first four months of 1928 than during a similar period of 1927. Pork and bacon receipts increased 33 per cent over 1927. Most of the increase was in home produced fresh pork. Receipts from the United States aggregated 1,252,000 pounds, an increase of 75 per cent over last year.

Beef receipts into the market registered a decrease of 8 per cent as a result of the smaller receipts from Argentina. New Zealand was the only country from which receipts of mutton and lamb exceeded last year. Entries from all other countries were less.

### COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, June 1, 1928, to June 13, 1928, none.

## The Blanton Company

ST. LOUIS

Refiners of

**VEGETABLE OILS**

Manufacturers of  
**SHORTENING  
MARGARINE**

### COTTONSEED PRODUCTS CENSUS.

Cottonseed products manufactured and on hand at oil mills in the United States for the season of 1927-28 to May 31, 1928, are reported by the U. S. Department of Commerce as follows:

	Crude Oil Lbs.	Cake and Meal Tons	Hulls Tons	Linters Run. Bls.
MANUFACTURED AUG. 1 TO MAY 31.				
U. S. ....	1,451,805,930	2,060,901	1,300,025	861,135
Alabama....	93,780,181	130,477	85,682	50,409
Arizona....	13,695,951	19,176	12,137	5,992
Arkansas....	102,064,478	125,909	95,314	59,931
California..	15,769,231	26,819	9,298	9,496
Georgia....	146,239,308	196,534	126,009	80,648
Louisiana..	32,972,282	71,983	47,660	32,510
Mississippi.	175,725,626	222,814	153,395	94,905
No. Car....	99,858,722	138,590	77,261	51,527
Oklahoma..	116,868,434	181,813	102,154	68,258
So. Car....	68,049,120	97,856	51,281	41,861
Tennessee..	84,262,241	105,398	80,298	55,000
Texas.....	459,738,428	712,038	436,981	295,303
All other ..	22,781,628	31,494	22,545	15,265

### ON HAND AT MILLS MAY 31.

	Crude Oil Lbs.	Cake and Meal Tons	Hulls Tons	Linters Run. Bls.
U. S. ....	39,889,300	59,745	66,589	83,166
Alabama....	620,554	3,266	3,434	3,584
Arizona....	8,440	341	204	357
Arkansas....	3,569,910	2,499	2,900	10,399
California..	284,760	3,859	4,014	1,386
Georgia....	1,313,075	6,074	6,180	3,319
Louisiana..	18,110	1,394	1,356	1,375
Mississippi.	7,556,405	4,725	2,322	10,115
No. Car....	381,449	6,598	3,809	4,213
Oklahoma..	13,128,350	3,373	2,149	10,810
So. Car....	1,079,194	6,763	7,060	4,636
Tennessee..	375,975	1,138	7,777	4,058
Texas.....	10,222,221	10,880	24,772	27,275
All other ..	1,160,859	335	573	1,659

### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, June 13, 1928.—Latest quotation on chemicals and soap makers' supplies:

Extra tallow, f.o.b. seller's plant, 8½c lb.; Manila cocoanut oil, tanks, New York, 8½c lb.; Manila cocoanut oil, tanks, coast, 8½c lb.; Cochin cocoanut oil, barrels, New York, 11c lb.

P. S. Y. cottonseed oil, barrels, New York, 12½@12¾c lb.; crude corn oil, barrels, New York, 11½c lb.; olive oil foots, barrels, New York, 10½@10¾c lb.; 5 per cent yellow olive oil, barrels, New York, \$1.25@1.30 gal.

Crude soya bean oil, barrels, New York, 11½@12¼c lb.; palm kernel oil, barrels, New York, 9.95c lb.; red oil, barrels, New York, 9¼@9½c lb.; Niger palm oil, casks, New York, 7¼@7½c lb.; Lagos palm oil, casks, New York, 8½c lb.; glycerine (soaplye), 7½c lb.

### HULL OIL MARKET.

Hull, England, June 13, 1928.—(By Cable.)—Refined cottonseed oil, 37s 6d; crude cottonseed oil, 33s 9d.

### TRADE GLEANINGS

The Sealy Oil Mill & Manufacturing Co., Sealy, Tex., has increased its capital stock from \$85,000 to \$100,000.

The Planters Cotton Oil Mill, Yazoo City, Miss., is being electrified by the Mississippi Cottonseed Products Co.

Operations at the Jersey City, N. J., plant of the Holland Butterine Co. will be discontinued after June 30, it has been announced.

The National Cottonseed Products Corp., Memphis, Tenn., which recently purchased thirty-eight gins from the East St. Louis Cotton Oil Co., has sold the properties to the recently-formed Arkmo Gin Co., Memphis, Tenn.

The Jerome Meat Co., Jerome, Ariz., has been purchased by William Schwerdtfeger. There will be no change in the organization of the company it is announced. The name will be changed to Verde Valley Meat Co.

The Planters Cotton Oil Co., Bonham, Tex., has been re-incorporated with a capital stock of \$14,000. The incorporators are A. B. Scarborough and Zach Smith. Mr. Smith was secretary and treasurer of the old company.

The De Luxe Virginia Style Baked Ham Co., 5614 Cottage Grove Ave., Chicago, Ill., has been incorporated with a capital stock of \$20,000 to manufacture and deal in fresh, salt and smoked meats. The incorporators are Henry Sherman, Jennie Sherman and Harry J. Sherman.

The Twin City Packing Co. Menominee, Wis., recently moved from its old location on Bellevue street to its new plant on Ogden avenue. On June 2 and 3 the company held open house, during which time large numbers of people inspected the new establishment. The new plant was designed by Kamrath & Christensen, architects, Chicago, Ill.

### MAR. MARGARINE PRODUCTION.

Production of margarine during March, 1928, as reported by margarine manufacturers to the U. S. Department of Agriculture, with comparisons for the same month last year, is given as follows:

	Mar., 1928. Lbs.	Mar., 1927. Lbs.
Uncolored margarine .....	25,160,079	23,537,489
Colored margarine .....	1,414,677	1,426,791
Total .....	26,574,756	24,964,280

# Vegetable Oil Markets

## WEEKLY REVIEW

**Market Quiet—Trade Mixed—Under-tone Barely Steady—Cash Demand Moderate—Cotton Reports Divided—Outside Markets Heavy—Government Report Standoff.**

The situation in cotton oil the past week presented little change from the conditions which prevailed the previous week. The volume of operations was on a moderate scale, and the bulk of the trade was liquidation of July by commission houses, who replaced the bulk of their July with purchases of the futures. Refiners' brokers readily absorbed the July selling, transferring their hedges to September-October with the differences showing very little change for the week.

A disposition to await developments was evident amongst the trade. It had been hoped there would be something in the Government report to lift the market out of its rut, but the figures were considered a standoff. While sentiment in the main was bearish, there was no disposition to press the decline, owing to the support in the July position. The outside markets were heavy in tone, lard selling into new lows again for the move. This served to restrict buying power in oil.

The weather in the south was favorable for a few days but again became showery. There was some increase in complaints of too much moisture and weeds and the last few days have brought more talk of weevils. The fact that crop complaints failed to bring buying orders with them, however, tended to offset the advices.

### May Consumption Off.

The May consumption was 244,000 bbls. compared with 274,000 bbls the previous month and 288,000 bbls. last year. The May distribution was slightly above the average expectations, but not sufficiently so to influence the market. The visible stocks of oil in all positions were 1,348,000 bbls. compared with 1,564,000 bbls. the previous month and 1,554,000 bbls. last year.

While the smaller visible stocks than a year ago attracted attention, a majority in the trade felt that the decrease was offset by the bigger lard supplies.

The cold storage holdings of lard on June 1, were 185,579,000 lbs., an increase of 12,000,000 lbs. for the month, compared with 111,976,000 lbs. a year ago. The increasing lard supply, it is felt, will not be checked during June and July and at least the lard stocks are not expected to decrease in a moderate way until the month of August rolls around.

While available supplies of edible fats

are undoubtedly sufficient to care for the demand for the immediate future, the price situation in oil is not entirely dependent upon this fact. The progress of the new cotton crop always has considerable influence on oil values, while the development of the new corn crop has effect upon lard values. While it is too early to get a definite idea on the corn or cotton crops, the fact remains that cotton is away to an irregular start but a good acreage, while the corn crop start is a most satisfactory one. Weather conditions, however, the next two months or so will determine the size of both those crops.

## SOUTHERN MARKETS

(Special Wire to The National Provisioner.)

### New Orleans.

New Orleans, La., June 14, 1928.—Cotton oil futures and crude have sagged this week although ruling somewhat steadier the past day or two on account of a display of strength in cotton and prospects for continued unfavorable growing weather. Remnant lots of crude were barely steady at 8½c Valley and 8½ cents west of river. Bleachable firmly held at 9½c. Loose New Orleans stocks are concentrated in a few strong hands. July contracts are being transferred daily to September-October at about twenty-five point premium. For crude fall months 8½c is bid with some buying futures here.

The fact that very little actual crude and refined have been shaken out on weak market caused by break in lard has given impression that oil is scraping bottom unless weather conditions change from present unfavorable to decidedly favorable.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 13, 1928.—No trading in crude oil; market 8½c Valley, nominal; loose cotton seed hulls, \$10.00; forty-one per cent cottonseed meal, \$59.50 f.o.b. Memphis.

### Dallas.

(Special Cable to The National Provisioner.)

Dallas, Tex., June 13, 1928.—Prime cotton seed delivered Dallas, nominal; prime crude oil, 8½@8¾c; forty-three per cent cake and meal, f.o.b. Dallas, \$57.00; hulls, \$13.00; mill run linters, 4½@6c. Market quiet; weather fair and warm.

### Markets Are Quiet.

There has been quite a reduction in the open July interest the past week in oil but the outstanding interest still appears to be very large. Refiners intimate that there will be fair deliveries on July contracts, but the same was heard before May delivery day without much oil actually being tendered. The crude markets were quiet. In Texas some sales were reported at 8½c, with that figure bid, while the Valley was quoted at 8½@8¾c and the southeast at 8½c nominal.

The Government report showed that mills held at the beginning of the month some 39,889,300 lbs. of crude oil, indicating how closely the season's crush has been sold up. The report also showed an average yield of crude per ton of seed of 316.8 lbs. against 300 lbs. last year. The average refining loss to date is 7.60 per cent against 9.20 per cent last year. It is estimated that only 20,711 tons of seed are still to come in compared with 109,600 tons at this time last season.

Cash demand during the week continued moderate. More or less complaint of slow business was heard, yet in some refining quarters a June consumption closely approximating that of May is looked for at this time.

### Arbitration Committee Finishes.

The Hoover Arbitration Committee apparently completed its work at one session. Not only was a loose oil contract recommended for the New York market but some other recommendations were made, included among which,

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PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED

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Manufacturer—**

Every element of the cottonseed oil trade can and does use the NEW ORLEANS COTTON OIL MARKET to advantage. The contract is as nearly perfect as it is possible to make it; it is protected by the Clearing House of the New Orleans Cotton Exchange. Deliveries are guaranteed as to weight, grade and quality at time of delivery by an indemnity bond, and storage facilities and transit privileges make New Orleans the ideal center for a cotton oil market.

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The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

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**The Procter & Gamble Co.**

*Refiners of all Grades of*

**COTTONSEED  
OIL**

PURITAN, Winter Pressed Salad Oil  
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STERLING, Prime Summer Yellow  
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MARIGOLD Cooking Oil  
JERSEY Butter Oil  
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ALL VEGETABLE OILS  
In Barrels or Tanks**

**COTTON OIL FUTURES**

On the New York Produce Exchange

it is understood, was one for deliveries on contract of prime summer yellow, once refined and untreated. It is also understood that Secretary Hoover stated that these recommendations would close the case unless some new evidence was presented. That a loose oil contract for this market is assured, appears to be without question.

The trade however, is puzzled materially over the recommendation for delivery of untreated oil on contract. Some of the shrewdest minds of the trade here contend that this is next to impossible, owing to the fact that the quality of the oil from one season to another does not run uniform. As a result, it is feared further controversy will develop amongst the trade, but who will present the facts regarding this particular recommendation, is difficult at the moment to see. Some of the local element are of the opinion that the Exchange itself will have to bring forth its objection to the untreated recommendation. However, no official report on the investigation has been issued as yet.

**COTTONSEED OIL—Market transactions:**

**Friday, June 8, 1928.**

	—Range—				Closing—
	Sales.	High.	Low.	Bid.	
Spot	.....	.....	.....	.....	1020 a
June	.....	.....	.....	.....	1020 a
July	10400	1028	1021	1020	a 1222
Aug.	800	1048	1048	1041	a 1045
Sept.	4000	1064	1059	1052	a 1057
Oct.	7800	1069	1065	1062	a 1064
Nov.	.....	.....	.....	.....	1060 a 1065
Dec.	800	1066	1059	1060	a 1059
Jan.	.....	.....	.....	.....	1059 a 1062

Total Sales, including switches, 23,800 bbls. P. Crude S. E. Nominal.

**Saturday, June 9, 1928.**

	—Range—				Closing—
	Sales.	High.	Low.	Bid.	
Spot	.....	.....	.....	.....	1020 a
June	.....	.....	.....	.....	1020 a
July	1900	1025	1021	1021	a 1022
Aug.	.....	.....	.....	.....	1041 a 1045
Sept.	600	1060	1056	1056	a
Oct.	1800	1062	1062	1062	a
Nov.	.....	.....	.....	.....	1060 a 1063
Dec.	.....	.....	.....	.....	1060 a 1062
Jan.	.....	.....	.....	.....	1061 a 1065

Total Sales, including switches, 4,300 bbls. P. Crude S. E. Nominal.

**Monday, June 11, 1928.**

	—Range—				Closing—
	Sales.	High.	Low.	Bid.	
Spot	.....	.....	.....	.....	1035 a
June	.....	.....	.....	.....	1020 a
July	7800	1022	1017	1017	a 1019
Aug.	100	1041	1041	1041	a
Sept.	3900	1056	1048	1050	a 1048
Oct.	2300	1062	1060	1061	a
Nov.	.....	.....	.....	.....	1059 a 1063
Dec.	600	1064	1061	1061	a
Jan.	.....	.....	.....	.....	1060 a 1065

Total Sales, including switches, 14,700 bbls. P. Crude S. E. Nominal.

**Tuesday, June 12, 1928.**

	—Range—				Closing—
	Sales.	High.	Low.	Bid.	
Spot	.....	.....	.....	.....	1015 a
June	.....	.....	.....	.....	1015 a 1040
July	9200	1018	1015	1015	a
Aug.	.....	.....	.....	.....	1035 a 1038
Sept.	3200	1046	1044	1046	a
Oct.	2700	1060	1054	1057	a 1058
Nov.	.....	.....	.....	.....	1059 a 1063
Dec.	200	1057	1056	1059	a 1062
Jan.	.....	.....	.....	.....	1060 a 1065

Total Sales, including switches, 15,300 bbls. P. Crude S. E. Nominal.

**Wednesday, June 13, 1928.**

	—Range—				Closing—
	Sales.	High.	Low.	Bid.	
Spot	.....	.....	.....	.....	1010 a 1050
June	.....	.....	.....	.....	1010 a 1040
July	1700	1016	1014	1014	a 1017
Aug.	100	1040	1040	1035	a 1040
Sept.	400	1052	1048	1048	a 1052
Oct.	600	1062	1055	1060	a 1061
Nov.	.....	.....	.....	.....	1059 a 1061
Dec.	1600	1060	1059	1061	a 1063
Jan.	.....	.....	.....	.....	1061 a 1065

Total Sales, including switches, 4,400 bbls. P. Crude S. E. Nominal.

**Thursday, June 14, 1928.**

	—Range—				Closing—
	Sales.	High.	Low.	Bid.	
Spot	.....	.....	.....	.....	1010 a 1050
June	.....	.....	.....	.....	1040 a 1040
July	.....	.....	.....	.....	1015 a 1015
Aug.	.....	.....	.....	.....	1035 a 1035 a 1040
Sept.	.....	.....	.....	.....	1050 a 1045 a 1047
Oct.	.....	.....	.....	.....	1058 a 1056 a 1058 a
Nov.	.....	.....	.....	.....	1056 a 1056 a 1055 a 1060
Dec.	.....	.....	.....	.....	1059 a 1059 a 1060 a 1061
Jan.	.....	.....	.....	.....	1060 a 1065

See page 43 for later markets.

**COCOANUT OIL**—The market was rather quiet the past week, but was barely steady, influenced by easiness in competitive quarters. An easier copra market, together with expectations of a freer movement from the Philippines, had influence. At New York, tanks were quoted at 8½c, while Pacific coast tanks were quoted at 8@8½c.

**CORN OIL**—Demand was rather quiet and the market was barely steady, with prices quoted at 8% @9c f.o.b. mills.

**SOYA BEAN OIL**—Very little interest was in evidence in the market this week, but prices held about steady. At New York, tanks were quoted at 10½c and barrels 12½c. Pacific coast nearby tanks were quoted at 9½c.

**PALM OIL**—Moderate interest was in evidence this week, and the tone was barely steady with tallow, but lack of pressure of supplies, both spot and for shipment, served to make for relative steadiness in palm oil.

At New York Lagos spot was quoted at 7½c; shipment, 7½@7¾c; Nigre spot, 7½c; shipment, 7@7¾c.

**PALM KERNEL OIL**—Demand was slow but the market held steadily, with New York tanks quoted at 8.45c; casks, 9c; barrels, 9¼@9½c.

**OLIVE OIL FOOTS**—Consumers continue to look on pending developments, but sellers ideas were steady with nearby foots at New York quoted at 10c and July tanks at 9½c.

**PEANUT OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**COTTON OIL**—Demand for store oil at New York remains small. Prices were nominally quoted at ¼@¾c over June. Southeast crude, 8½c nominal; Valley, 8% @8½c; Texas, 8½c sales and bid.

**COTTONSEED PRODUCT EXPORTS.**

Exports of cottonseed products for the nine months ended April 30, 1928, with comparisons for the same period last year, are reported by the U. S. Census Bureau as follows:

	1928.	1927.
Oil, crude, lbs.	46,595,291	26,632,215
Oil, refined, lbs.	7,937,064	16,196,071
Cake and meal, tons.	303,650	438,252
Linters, running bales.	156,280	210,387

# The Week's Closing Markets

## FRIDAY'S CLOSINGS

### Provisions.

Hog products showed little or no rallying power during the latter part of the week. There was some evening up for the week end. Cash trade is moderate. Hogs are about steady, but the trade is looking for good increase in the midmonth stock statement.

### Cottonseed Oil.

Cotton oil moderately active and barely steady with the only feature commission house selling of July and buying of late months. Refiners are doing the reverse. Little or nothing doing in new crop crude as yet. Southeast Valley 8½¢ bid; Texas crude, 8½¢. It is understood the New York Exchange now considering recommendation made by Hoover arbitration committee.

Quotations on cottonseed oil at New York, Friday noon were: June, \$10.10@10.40 bid; July, \$10.13@10.14; Aug., \$10.35@10.38; Sept., \$10.47; Oct., \$10.56@10.57; Nov., \$10.55@10.56; Dec., \$10.57@10.60; Jan., \$10.59@10.61.

### Tallow.

Tallow, extra, 8½¢ Sales.

### Stearine.

Oleo stearine, 10c.

## FRIDAY'S GENERAL MARKETS.

New York, June 16, 1928.—Spot lard at New York:

Prime western, \$11.95@12.05; middle western, \$11.80@11.90; city, 11½¢; refined Continent, 12½¢; South American, \$13.50; Brazil kegs, \$14.50; compound, \$12.00.

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending June 7, 1928, with comparisons:

### BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended June 7.	Prev. week.	Same week, 1927.
Toronto	\$12.50	\$12.00	\$10.00
Montreal	11.50	11.00	9.50
Winnipeg	11.00	11.00	10.00
Calgary	9.50	9.25	9.75
Edmonton	9.50	9.50	9.50
Pr. Albert	9.75	9.50	9.00
Moose Jaw	10.00	10.00	10.00
Saskatoon	9.50	9.60	....

### VEAL CALVES.

Toronto	\$16.00	\$15.50	\$13.00
Montreal	13.00	11.50	10.00
Winnipeg	13.00	15.00	12.00
Calgary	14.00	14.00	12.00
Edmonton	10.00	12.00	10.00
Pr. Albert	10.00	11.00	9.00
Moose Jaw	11.00	14.00	10.25
Saskatoon	9.00	10.00	....

### SELECT BACON HOGS.

Toronto	\$12.25	\$12.00	\$10.50
Montreal	12.00	12.10	10.75
Winnipeg	10.75	10.75	9.50
Calgary	10.25	10.10	9.50
Edmonton	10.00	10.55	9.25
Pr. Albert	10.75	10.75	9.00
Moose Jaw	10.65	10.65	9.40
Saskatoon	10.60	10.60	....

### GOOD LAMBS.

Toronto	\$20.00	\$15.00	\$18.00
Montreal	12.00	10.00	16.00
Winnipeg	18.00	10.00	17.50
Calgary	13.00	13.00	12.00
Edmonton	....	14.00	....
Pr. Albert	....	....	....
Moose Jaw	13.00	....	12.00
Saskatoon	14.00	10.00	....

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to June 14, 1928, show exports from the country were as follows: To England, 90,245 quarters; to the Continent, 6,422; others, none.

Exports for the previous week were as follows: To England, 67,871 quarters; to the Continent, 2,837; others, none.

## NEW CHOPPER SAVES LABOR.

A new chopper for sausage which differs radically in design from conventional types, and for which a large production and a considerable saving in labor is claimed, has been placed on the market recently.

For many years it has been necessary when chopping meat fine to first put it through the large hole plate in the chopper and then through the small hole plate. In the new machine this result is accomplished in one operation. It takes the meat in bulk, with pieces



CHOPPER WORKS ON NEW PRINCIPLE.

The machine has a capacity of 15,000 lbs. of meat through the ¼-in. plate per hour. The cutting is done by two cutting cones working together and lubricated by the fat in the meat.

of any size, and puts it through the small hole plate in the one operation. The labor necessary to handle the meat the second time is thus eliminated.

In addition, it is claimed, the resulting product is better in that the meat is cut and not crushed and torn.

This new chopper works on a new

principle developed by the designers of the machine. The chopper does not have any knives or plates to resharpen. This in itself amounts to a considerable saving in a year's time. The cutting is done by cutting cones working together like the bearings in an automobile and kept lubricated by the fat in the meat being cut.

The machine has a capacity of 15,000 lbs. of bulk meat through the ¼-in. plate in one hour. This, it is said, is several times larger than it has been possible to obtain heretofore in a chopper of similar size.

Liability of accident to workers is also minimized by an automatic feed which makes it practically impossible for workmen to be injured when feeding meat into it.

The new machine is the product of the Enterprise Manufacturing Co., Philadelphia, Pa.

## MEAT BAGS HELP SELL MEATS.

The demand of the modern public for more attractive display, and the progress of civilization toward the sanitary handling of food products, especially of meat, has acted as a safeguard to health, and also maintains products in a wholesome and more desirable manner.

One of the most sanitary methods of handling meats from the time of slaughter until the final sale in use by packers and wholesale provision dealers all over the United States are the meat bags. And these have been adopted by many as a protection for meats while in transit.

The O'Lena Knitting Mills, Inc., 1464 Flushing avenue, Brooklyn, N. Y., have been making a specialty of these bags for the last twenty-five years. The company was started about that time by Louis A. O'Lena in Cohoes, N. Y. It has recently been incorporated and enlarged to take care of the increased demand for its products, and is now in a position to supply everything required in the way of meat bags, stockinettes and the like, with special bags for beef and calf liver, ham stockinettes of different weights and qualities, frankfurter bags, plain or striped in any color.

The O'Lena Company is working day and night and will deliver orders within 24 hours. Samples will be sent upon request, with full information and prices.

## STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Stocks of the principal hides and skins at the end of April and March, 1928, with comparisons, based on reports received from 4,343 manufacturers and dealers, together with stocks disposed of during that month, are reported by the U. S. Department of Commerce as follows:

	Stocks on hand or in transit			
	April, 1928.	March, 1927.	April, 1927.	Moved in Apr. 1928*
Cattle, total, hides	3,463,496	3,539,180	3,160,840	1,415,941
Domestic—Packer, hides	2,224,334	2,358,940	2,109,166	933,630
Domestic—Other than packer, hides	149,537	754,500	760,306	368,128
Foreign	490,723	425,671	291,368	119,183
Buffalo	106,555	69,858	39,106	58,442
Calf and kip	2,842,987	2,512,583	3,697,415	1,004,484
Horse, colt, ass, and mule:				
Hides	213,276	219,120	100,764	59,850
Fronts, whole fronts	113,191	88,279	134,077	670
Butts, whole butts	169,537	106,995	106,637	1,515
Shanks	51,207	67,733	33,838	....
Goat and kid, skins	7,838,352	6,676,895	9,425,534	1,090,703
Cabretta, skins	697,527	691,641	1,083,306	72,250
Sheep and lamb, skins	5,943,146	6,071,514	7,323,586	2,540,395
Slivers and fleshers, dozens	63,535	71,043	126,687	3,613
Kangaroo and wallaby, skins	198,318	286,572	180,592	....
Deer and elk	217,088	203,200	253,853	39,137
Pig and hog, skins	145,447	137,632	39,637	14,514

\*Represents deliveries by packers, butchers, dealers and importers.

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# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—Packer hide market continued steady during the week, with sales of practically all descriptions reported at unchanged prices. Early in the week one packer moved around 18,000 branded hides; there were later scattered sales in other directions on these and other descriptions and, while quantities are seldom discussed, the total for the week is thought to have been around 50,000 hides. Bulls have been dull and inactive for a couple months; one packer is understood to have moved bulls this week, with details withheld.

Late this week sales were reported at a further decline of 1c in the South American market and, despite the seasonable difference in hides on that market, the news has caused some hesitancy on the part of buyers here. However, up to this writing, prices are quoted unchanged. Stocks here are known to be rather light; practically all the hides moved this week were June take-off, with a scattering of Mays.

Spread native steers quoted nominally around 25@25½c. Heavy native steers moved at 22½c. One packer moved 1,000 extreme native steers from a river point at 23c.

Branded steers sold early at 22c for butt brands and 21½c for Colorados. Heavy Texas steers moved at 22c, light Texas steers at 21½c and extreme light Texas steers at 22c, all steady prices.

One packer moved 4,000 heavy native cows at 22c for current slaughter, and late last week one lot of 3,500 dating January to May moved at 22c for May's and 21½c for January to April. Late last week, one packer moved 2,500 May-June light native cows at 22½c for regular point; however, some sold this week at 22½c for Chicago take-off, while 1,000 from a River point brought 22½c and 2,000 St. Pauls brought 23c, usual differentials. Branded cows moved at 22c, steady.

One packer understood to have moved bulls, dating back probably several months; details were not confirmed and market quoted in a nominal way around 17@17½c for natives and 16@16½c for branded.

**SMALL PACKER HIDES**—Another local small packer moved June production of about 6,000 hides at the week-end, with another killer selling 2,200 June hides early this week, both lots at 22½c for all-weight native steers and cows and 22c for branded, steady prices; bulls were not included. Two local killers still have June slaughter at this writing. Some St. Louis city hides moved during the week at 23½c for Junes, these being rather light average hides.

**COUNTRY HIDES**—Country hides have been steady so far this week, with prices showing little change. Good all-weights reported moved at 20c, although some still asking 20½c. Heavy cows continue slow sale and priced around 18c, selected, delivered, with rumors that higher was obtained recently; heavy native steers alone are

priced nominally around 19@19½c. Buff weights are offered at 20@20½c. Better demand for extremes, and sales reported at 22½c and 23c, although top only reported in a small way for 25-45 lb. average. Bulls dull and nominally around 15c. All-weight branded quoted around 17@17½c, Chicago freight.

**CALFSKINS**—Packer calfskins steady to firm; last trading at 30c for late slaughter and 31c now asked.

First salted Chicago city calf last sold at 28c for straight weights and offered at this figure; the light end appears in rather slow demand. Outside cities quoted around 27½@28c. Mixed cities and countries around 26c.

**KIPSKINS**—One packer reported moving small lot, around 4,000 May kips, clean-up sale, at steady price of 27c for northern natives and 26c for over-weights; branded last sold at 25c for Mays.

First salted Chicago city kips nominally around 26c. Outside cities quoted around 25½c and mixed cities and countries 24@25c.

Packer regular slunks last sold at \$1.80; hairless quoted around 65@70c.

**HORSEHIDES**—Horsehides continue slow and in fairly good supply. Choice renderers held up to \$8.25@8.50, with mixed lots ranging from \$6.50 to \$7.50, according to percentage of renderers.

**SHEEPSKINS**—Dry pelts quoted 30 @32c per lb., according to section. Packer shearlings continue in good demand with quality showing considerable improvement; total of five cars sold by three packers at \$1.35, a steady price, mostly running around 50 per cent to 60 per cent No. 1's. Pickled skins unchanged and, while season about over, quoted nominally around \$9.25 per doz. for packer straight run of lamb and \$10.25 per doz. for sheep. One packer moved 4,000 doz. California spring lambs at \$9.00 per doz. for straight run. Paying \$2.65 per cwt. live lamb at Chicago for both California and native wool lambs; quoted on piece basis around \$1.35@1.60.

**PIGSKINS**—One car No. 1 pigskin strips reported at 9c, another car at 9½c, f.o.b. shipping point, figuring around 9½@9¾c, Chicago basis. Gelatine stocks inactive and nominally 4@4½c.

## New York.

**PACKER HIDES**—Packer hide market quiet, being well sold up to end of May except for bulls. Last trading in May take-off was at 22½c for native steers, 22c for butt brands and 21½c for Colorados, and market generally considered steady. Bulls easy and quoted 17@18c nominal.

**COUNTRY HIDES**—Some interest reported in country hides, although buyers and sellers generally apart in their ideas of values. Asking 22½c, generally, for good 25-45 lb. extremes, while buyers' ideas are around 22c, with ½c less for heavier averages. Buff weights available at 20c.

**CALFSKINS**—Calfskin market active on an advancing market, with last

sales at the top figure. Around 60,000 calfskins reported moved, at \$2.15@2.30 for 5-7's, \$2.90@3.00 for 7-9's and \$4.00 for 9-12's. Veal kips 12-17 lb., quoted around \$4.50; one sale of 17-lb up last week at \$5.75.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending June 9, 1928, 3,381,000 lbs.; previous week, 3,907,000 lbs.; same week, 1927, 3,808,000 lbs.; from January 1 to June 9, 1928, 105,177,000 lbs.; same period, 1927, 108,883,000 lbs.

Shipments of hides from Chicago for the week ended June 9, 1928, 2,792,000 lbs.; previous week, 3,154,000 lbs.; same week, 1927, 5,869,000 lbs.; from January 1 to June 9, 1928, 106,368,000 lbs.; same period, 1927, 121,052,000 lbs.

## SOUTH AMERICAN SLAUGHTERS.

Cattle slaughter in the packing plants of Argentina during the first three months of 1928 showed a decrease of 18 per cent from that of the same months of 1927, and was 22 per cent below those months of the record year 1924. In Uruguay, on the other hand, cattle slaughtering for the same period increased 12 per cent over 1927.

The Argentine sheep slaughter for this period was considerably larger than in the same period of 1926 and 1927. In Uruguay the number slaughtered this year was appreciably smaller than in the two preceding years. Hog killings in Argentina in 1928 so far are ahead of those of 1927 and 1926.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended June 15, 1928, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended June 15, '28.	Previous week	Cor. week, 1927.
Spr. nat. str.s.	@25½	@25½	@22
Hvy. nat. str.s.	@22½	@22½	@19½
Hvy. Tex. str.s.	@22	@22	@18
Hvy. butt			
brnd'd str.s.	@22	@22	@18
Hvy. Col. str.s.	@21½	@21½	@17½
Ex-light Tex.			
str.s.	@22	@22	17½@18
Brnd'd cows	@22	@22	17½@18
Hvy. nat. cows	@22	@22	18½@18
Lt. nat. cows	22½@23	22½@23	20
Nat. bulls	17@17½	@18	15
Brnd'd bulls	16@16½	@17	13½@14
Calfskins	@30	@30	23@25
Kips, nat.	@27	@27	22½N@22S
Kips, ov-wt.	@26	@26	23N@22½S
Kips, brnd'd	@25	@25	20@20½
Slunks, reg.	@1.80	@1.80	1.25@1.40
Slunks, hris.	@70n 65	@70n	@57½n

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts.	@22½	@22½	@20
Branded	@22	@22	@18
Nat. bulls	16½@17n	@18n	@14½
Brnd'd bulls	@16n	16½@17n	@13
Calfskins	@28ax	@28	21@21½ax
Kips	@26n	@26n	@21
Slunks, reg.	1.60@1.65	1.50@1.65	1.10@1.15
Slunks, hris.	@60	@60	45@50n

COUNTRY HIDES.			
Hvy. steers	.19@19½n	@19½n	15½@16ax
Hvy. cows	.18@18½	@18½ax	@15
Bufs	20@20½ax	20½@21ax	17½@18ax
Extremes	22½@23	22½@23ax	19@20ax
Bulls	@15n	@15n	12@12½ax
Calfskins	@24½	@24½	18@18½n
Kips	23@23½	23@23½	@18n
Light calf.	1.60@1.75	1.70@1.80	1.10@1.20
Deacons	1.60@1.75	1.70@1.80	1.10@1.20
Slunks, reg.	.75@1.00	.75@1.00	60@70
Slunks, hris.	.25@30	@30	15@20
Horsehides	6.50@6.50ax	6.75@6.50ax	5.50@6.50
Hogskins	.90@95	95@95	55@60

SHEEPSKINS.			
Pkr. lambs			
Sml. pkr. lambs			
Pkr. shearings	@1.35	@1.35	@1.25
Dry pelts	30@32	30@33	21@23

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., June 14, 1928.

Compared with a week ago, grain fed steers and yearlings are fully strong to 25c higher and steady; grassy kinds, weak to 25c lower; grain fed cows, about steady; grassy kinds, including butcher heifers, 25@50c off; cutters, weak to 25c lower; bulls 15@25c lower; vealers, \$1.00@1.50 off; steers and yearlings, especially light yearlings, got active demand during greater part of week; inclusion of more grassy offerings widened the price range, but bulk steers and yearlings continued to sell mostly within \$1.25 price range. Extreme top weighty steers, \$14.80; long yearlings, \$14.90; mixed yearlings, \$14.75; heifer yearlings, \$14.60; most grass fat cows, \$10.50 downward; low cutters, \$6.00@6.50; heavy sausage bulls, up to \$9.25; light kinds, \$8.50 down to \$7.50. Light vealers closed at \$12.00@13.00; choice small killer kinds, \$13.00@14.00.

**HOGS**—In comparison with a week ago, good and choice hogs mostly steady; lower grades, 10@15c, and in spots, 25c lower; narrow shipping demand and indifferent fresh meat trade depressing factors in spite of moderate receipts. The price spread on quality basis was wider at the expense of lower grades which are showing seasonal "grassiness." Today's top, \$10.10;

week ago, \$10.15; bulk good and choice 180 to 320 lb. weights, \$9.75@10.00; 150 to 170 lb. averages, \$9.00@9.75; pigs, largely \$7.00@8.00; bulk packing sows, \$8.50@9.00; light sows, up to \$9.25.

**SHEEP**—Seasonal sharp declines continued under pressure of expanded receipts, breaking dressed trade adding to late bearishness, fat lambs closing \$1.50@2.00 lower for week. Yearlings and throw-out lambs, \$2.00@2.50 lower; sheep, \$1.00@1.50 off. Increased sorting was a factor in the decline, lower grade lambs and weighty sheep getting maximum drop due to burdensome supplies. Top western lambs Tuesday, \$17.15; best native selections, \$17.00; top fat ewes, \$7.50.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., June 14, 1928.

**CATTLE**—The prevailing demand throughout the week was for the lighter weight fed steers and yearlings and closing levels are steady to 25c higher. Medium and heavy weight offerings met some discrimination and final prices are steady to 15c under a week ago. Fat she stock and bulls held about steady but vealers declined 50 cents to \$1.00, with the late top at \$13.00. Light-weight fed steers topped the week's trade at \$14.40 and best yearlings and heavy steers went at \$14.25.

**HOGS**—Prices on hogs were slightly higher on the opening session of the week but since that time a weaker undertone prevailed and final prices are mostly 10@15c lower than last Thursday. Shippers have been fairly active, but big packers have displayed a decidedly bearish attitude most of the time. Choice medium weight butchers scored \$9.80 on Monday but at the close comparable grades went at \$9.60. Packing grades closed around 10@15c lower.

**SHEEP**—Sharp declines of \$1.50@2.00 were registered in fat lamb prices, while yearlings and mature classes were reduced from \$1.00@1.50 as compared with a week ago. Choice Idaho lambs reached \$16.50 at the opening but at the close \$15.50 took the best. Desirable natives ranged up to \$16.00 at the high time, while \$14.85 was the top on Thursday's session. Fat ewes sold up to \$6.50, with the bulk going from \$5.00@5.75. Wethers cleared from \$7.50@8.75 on late days.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., June 14, 1928.

**CATTLE**—Liberal receipts met with broad demand; breadth to shipping outlet featuring each day's trade and prices maintained a strong to higher trend. Yearlings advanced around 25c and other fed steers mostly 10@15c. Quality improved. Numerous choice loads of practically all weights arrived. She stock advanced 25@40c. Veals held firm and bulls closed weak to 25c lower. Weighty steers, 1,380 lbs., earned \$14.15; mixed yearlings, 805 lb., \$14.15;

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medium weights, \$14.20; yearlings, \$14.50.

**HOGS**—While prices during the period have fluctuated to some extent, comparisons with a week ago show little or no change. Local supplies show a slight falling off but inquiry from shippers also developed narrowness and this tended to offset the bullishness of lighter receipts. Thursday's top reached \$9.65 on choice 265 lb. butchers.

**SHEEP**—Swelling movement of fat range lambs from the northwestern territory, augmented by a free marketward movement of natives to all markets, resulted in sweeping declines on killing classes. Fat lambs predominated and these felt the brunt of the decline, breaking \$2.00@2.25 for the period, while yearlings show a \$1.75@2.00 break and fat sheep a 50@75c loss.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., June 14, 1928.

**CATTLE**—Compared with one week ago, steers sold 15@25c higher; low cutters, 10@15c higher; good and choice vealers, \$1.25 lower; other classes steady. Tops for week: 915 lb. yearlings, \$14.60; 1292 lb. matured steers, \$14.40; 697 lb. heifers, \$14.25; 728 lb. mixed yearlings, \$14.00.

**HOGS**—There has been little change in the general porcine trade this week. Demand centered on medium and heavy butchers which are selling just a little stronger; light hogs and underweight, slow and irregular; top \$10.15.

**SHEEP**—A severe break is recorded in all ovine classes for the week. Fat lambs registered a \$2.75 decline, with culls \$1.50 lower and mutton ewes 50c off.

## ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., June 14, 1928.

**CATTLE**—Light supplies offset buyers' bearish tactics and medium and heavy weight steers ruled 10@15c higher than last Thursday, while light weight steers and yearlings registered 15@35c gains. Strictly choice light yearlings, mixed steers and heifers topped at \$14.75; choice heavy bullocks reached \$14.25. Other killers ruled mostly steady, with vealers 50c lower. Best fat heifers made \$13.75.

**HOGS**—Butchers declined 10@15c and packing sows values remained unchanged. On late rounds, choice 210 to 260 lb. weights topped at \$9.60. Most 170 to 280 lb. averages cleared at \$9.25 @9.50.

**SHEEP**—Deep price slashing again featured the lamb and sheep trade. Lambs and yearlings suffered \$1.75@2.25 declines and aged stock showed \$1.00@1.25 setbacks. Late in the week native lambs topped at \$14.75; rangers reached \$15.50; and clipped fat ewes went at \$6.25 down.

## SIOUX CITY

(Special Letter to The National Provisioner.)

Sioux City, Ia., June 13, 1928.

**CATTLE**—Cattle receipts for the first half of the week have totaled 12,000. The market has been featured

by a widening of the spread in the steer division, yearlings selling at a premium of 50c per hundred over heavier steers. Yearlings are 25@50c higher than a week ago, while heavier steers have suffered a decline in the same period of weak to 25c lower.

Best cattle offered this week sold at \$14.00, which was paid for heavy steers and also a straight load of heifers. Finished corn fed heifers are 25c higher; finished cows, steady. Grassy cows are slow to 25c lower. Cannons and cutters steady and slow; bulls, 25 @50c lower; veals, strong.

**HOGS**—Receipts 32,000 for the first half of week. Market 25c higher. Today's market 10@15c lower. Top \$9.70; bulk of butchers, \$9.40@9.65; desirable mixed hogs and fair lights, \$9.00@9.35; common unfinished, \$8.25@9.00.

**SHEEP**—Lambs \$1.00 lower; top, \$15.50. Ewes, 50c lower; top, \$6.50.

## ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., June 13, 1928.

**CATTLE**—Fed steers and yearlings are steady; inbetween she stock, 25@50c off; cutters and bulls, weak to 25c lower. Most of the fed crop comprised yearlings, with top offerings at \$14.15; bulk, from \$12.50@13.50. Inbetween grade fat cows are landing mostly at \$7.25@8.50; better grades, to \$9.50 and above; one load, \$10.60. Heifers bulked at \$8.50@11.00; cutters, \$5.75@6.75; bulls, from \$7.75@8.25. Vealers are \$2.00 lower, with most good lights today selling at \$12.50.

**HOGS**—A healthy undertone has marked the trade on hogs until today when weakness occurred, although closing levels are still strong to 10c higher than a week ago. Desirable lights and butchers sold at \$9.40@9.70; heavier weights, down to \$9.25 and below; 140 to 155 lb. kinds, \$8.50@9.00; packing sows, \$8.40@8.50.

**SHEEP**—Lambs broke sharply, declines for the week figuring from \$2.00

@2.50 with yearlings anywheres from \$3.00@3.50 off. Fat ewes under support from breeders escaped with a \$1.00 @1.25 loss. Desirable natives sold today at \$15.25; culls, down to \$11.00; yearlings, from \$8.00@10.00; ewes, from \$4.00@6.50.

## RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets for week ended June 9, and comparative periods:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended, June 9.	214,000	740,000	308,000
Week ago	181,000	684,000	218,000
1927	216,000	709,000	236,000
1926	247,000	597,000	250,000
1925	228,000	656,000	215,000
1924	245,000	771,000	221,000

At 11 markets:	Hogs.
Week ended, June 9.	647,000
Previous week	694,000
1927	634,000
1926	516,000
1925	588,000
1924	690,000

At 7 markets:	*Cattle.	Hogs.	Sheep.
Week ended, June 9.	139,000	557,000	205,000
Previous week	133,000	514,000	151,000
1927	162,000	532,000	189,000
1926	195,000	443,000	179,000
1925	168,000	507,000	146,000
1924	190,000	557,000	165,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle previous to 1927.

## NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended June 9, 1928, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,833	8,232	4,177	42,722
New York	894	6,217	22,617	10,660
Central Union	3,706	1,466	212	7,657
Total	9,663	15,497	24,603	55,037
Previous week	6,648	13,738	24,641	44,551
Two weeks ago	6,849	16,479	25,273	44,311

## BUFFALO LIVESTOCK IN MAY.

The receipts and disposition of livestock at Buffalo, N. Y., during May, 1928, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	17,981	32,682	71,317	62,280
Shipments	6,430	26,150	29,649	50,253
Local slaughter	12,650	43,580	43,580	12,383



**Exceptional Service  
in Buying  
CATTLE, CALVES, SWINE,  
SHEEP, LAMBS**



**KENNETT-MURRAY**  
Live Stock Buying Organization

Chicago, Ill.  
Lafayette, Ind.  
Morgantown, W. Va.  
Omaha, Neb.  
St. Paul, Minn.

St. Louis, Mo.  
Kansas City, Mo.  
Des Moines, Ia.  
Sioux City, Ia.  
Hartford, Conn.

Buffalo, N. Y.  
New York, N. Y.  
Philadelphia, Pa.  
Pittsburgh, Pa.  
Cleveland, Ohio

## RECEIPTS AT CENTERS

SATURDAY, JUNE 9, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	20,000	57,000	13,000
Kansas City	8,500	15,000	12,000
Omaha	5,500	12,000	21,000
St. Louis	3,500	10,000	4,500
St. Joseph	2,300	8,000	6,000
St. Paul	4,500	8,000	1,500
St. Paul	6,000	10,000	300
Oklahoma City	200	800	
Fort Worth	4,000	2,000	2,500
Milwaukee		100	
Denver	1,800	2,050	9,100
Louisville	100	500	1,500
Wichita	1,200	300	300
Indianapolis	100	3,500	200
Pittsburgh	100	1,200	100
Cincinnati	200	2,000	500
Buffalo	100	500	100
Cleveland	100	500	
Nashville	400		2,500
Toronto	300	600	

MONDAY, JUNE 11, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	20,000	60,000	13,000
Kansas City	8,500	15,000	12,000
Omaha	5,500	12,000	21,000
St. Louis	3,500	10,000	4,500
St. Joseph	2,300	5,500	6,500
St. Paul	4,500	10,000	1,500
St. Paul	5,500	10,500	500
Oklahoma City	500	1,800	
Fort Worth	4,000	2,000	2,500
Milwaukee	200	400	100
Denver	1,800	2,100	9,100
Louisville	1,500	1,100	3,600
Wichita	800	5,500	300
Indianapolis	700	5,000	300
Pittsburgh	100	3,000	800
Cincinnati	700	3,500	1,100
Buffalo	1,100	9,200	3,600
Cleveland	700	4,300	2,000
Nashville	400	700	1,800
Toronto	2,000	2,400	1,800

TUESDAY, JUNE 12, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	23,000	13,000
Kansas City	6,000	14,000	7,000
Omaha	9,000	13,000	10,000
St. Louis	4,000	17,000	4,500
St. Joseph	1,500	7,500	8,100
St. Paul	3,000	9,500	800
St. Paul	1,500	5,000	700
Oklahoma City	300	1,000	
Fort Worth	2,400	1,000	1,000
Milwaukee	600	2,000	100
Denver	300	1,000	600
Louisville	300	1,000	2,400
Wichita	300	4,400	400
Indianapolis	1,400	10,000	1,000
Pittsburgh	100	500	200
Cincinnati	200	4,100	2,600
Buffalo	100	300	200
Cleveland	200	1,500	500
Nashville	200	700	1,900
Toronto	600	500	100

WEDNESDAY, JUNE 13, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	21,000	17,000
Kansas City	4,500	12,000	7,000
Omaha	7,000	16,000	9,000
St. Louis	2,800	13,000	4,000
St. Joseph	2,000	7,500	3,600
St. Paul	3,000	12,500	500
St. Paul	2,700	10,000	900
Oklahoma City	500	2,200	
Fort Worth	2,500	1,500	1,500
Milwaukee	400	1,000	200
Denver	600	1,400	1,000
Louisville	100	700	1,400
Wichita	500	3,800	800
Indianapolis	1,500	1,400	800
Pittsburgh	100	1,200	500
Cincinnati	200	3,700	2,800
Buffalo	100	1,000	400
Cleveland	300	2,400	1,000
Nashville	100	400	900
Toronto	100	300	100

THURSDAY, JUNE 14, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	25,000	9,000
Kansas City	1,900	9,000	4,000
Omaha	3,500	18,000	4,000
St. Louis	2,000	13,500	4,000
St. Joseph	1,000	8,000	4,000
St. Paul	2,200	10,000	500
St. Paul	2,100	8,500	500
Oklahoma City	1,200	1,100	
Fort Worth	2,000	1,500	
Milwaukee	500	1,500	200
Denver	300	1,900	300
Louisville	100	1,000	1,000
Wichita	700	2,000	1,700
Indianapolis	600	7,000	500
Pittsburgh	100	1,700	500
Cincinnati	400	4,100	1,100
Buffalo	300	1,300	300
Cleveland	200	2,000	1,500
Nashville	200	700	2,400
Toronto	400	200	500

FRIDAY, JUNE 15, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	1,500	10,000	5,000
Kansas City	500	4,000	4,000
Omaha	900	8,000	6,500
St. Louis	1,000	11,500	1,500
St. Joseph	200	4,500	2,000
St. Paul	1,000	8,500	200
St. Paul	1,200	4,500	200
Oklahoma City	400	1,600	200
Fort Worth	200	1,000	2,000
Milwaukee	200	500	100
Denver	800	300	600
Louisville	300	2,000	500
Indianapolis	400	5,000	500
Pittsburgh	100	1,500	200
Cincinnati	300	2,700	1,800
Buffalo	100	2,700	1,000
Cleveland	100	2,000	300

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended June 8, 1928.

## CATTLE.

	Week ended June 9.	Prev. week.	One week ago.
Chicago	23,479	17,708	27,425
Kansas City	18,174	16,670	21,776
Omaha	21,915	19,360	19,874
St. Louis	7,984	7,919	9,778
St. Joseph	6,421	6,191	7,756
St. Paul	9,524	7,961	9,480
Wichita	2,157	1,507	2,157
Fort Worth	6,882	7,285	9,448
Philadelphia	1,949	1,559	1,949
Indianapolis	1,806	1,078	3,624
Boston	1,287	1,368	1,277
New York & J. C.	9,920	9,119	8,232
Oklahoma City	3,245	4,128	5,948
Cincinnati	2,646	2,689	
Total	117,569	104,257	126,960

## HOGS.

	Week ended June 9.	Prev. week.	One week ago.
Chicago	177,700	153,500	170,300
Kansas City	50,134	51,530	43,235
Omaha	55,544	48,016	46,474
East St. Louis	40,991	38,361	57,221
St. Joseph	27,875	31,948	32,112
St. Paul	46,398	35,952	44,039
Wichita	18,812	24,158	24,158
Fort Worth	7,441	7,098	9,448
Philadelphia	18,989	16,996	20,336
Indianapolis	20,103	16,546	40,001
Boston	14,205	11,900	14,821
New York and J. C.	51,218	46,640	46,000
Oklahoma City	11,651	9,878	6,000
Cincinnati	20,484	20,380	
Total	561,545	512,373	528,752

## SHEEP.

	Week ended June 9.	Prev. week.	One week ago.
Chicago	60,988	35,661	35,465
Kansas City	27,430	24,198	34,810
Omaha	38,020	30,201	27,665
East St. Louis	19,947	12,865	20,116
St. Joseph	26,229	18,879	22,111
St. Paul	3,030	1,617	8,111
Wichita	2,740	2,200	
Fort Worth	9,823	8,654	6,000
Philadelphia	4,771	4,100	5,000
Indianapolis	1,092	1,291	1,000
Boston	2,303	3,032	4,100
New York and J. C.	55,155	45,018	49,900
Oklahoma City	198	354	300
Cincinnati	2,330	1,375	
Total	254,056	189,375	211,821

## OKLAHOMA YARDS HEAD.

L. M. Pexton, former traffic manager of the Denver Union Stock Yards, has been elected vice-president of the Oklahoma National Stock Yards Co., and placed in charge of the management of the yards. At the annual meeting held on June 1, George W. Eiler was re-elected secretary of the company and J. W. S. Hutchings general manager.

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, June 14, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
Hvy. wt. (250-350 lbs.) med.-ch.	\$9.20@10.10	\$9.65@10.15	\$9.00@ 9.65	\$9.10@ 9.55	\$9.05@ 9.60
Med. wt. (200-250 lbs.) med.-ch.	9.20@10.10	9.90@10.10	9.10@ 9.65	9.15@ 9.60	9.15@ 9.60
Lt. wt. (160-200 lbs.) com.-ch.	8.80@10.10	9.35@10.05	8.40@ 9.55	8.65@ 9.50	8.40@ 9.60
Lt. lt. (130-160 lbs.) com.-ch.	7.60@ 9.60	7.75@ 9.65	7.75@ 9.00	7.40@ 9.15	7.75@ 9.50
Packing sows, smooth and rough.	8.25@ 9.25	8.25@ 8.90	8.00@ 8.75	7.90@ 8.75	8.00@ 8.75
Str. pigs (130 lbs. down), med.-ch.	7.00@ 8.50	7.00@ 8.25		7.00@ 8.25	7.50@ 7.85
Av. cost and wt., Wed. (pigs excl.)	9.60-240 lb.	9.68-197 lb.	9.22-268 lb.	9.40-234 lb.	8.97-257 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.	13.40@14.75		12.75@14.00	12.40@14.00	
STEERS (1,300-1,500 LBS.):					
Choice	14.00@14.85	14.35@14.75	13.50@14.25	13.10@14.15	13.25@14.10
Good	13.40@14.00	13.40@14.35	12.75@13.50	12.40@13.10	12.25@13.25
STEERS (1,100-1,300 LBS.):					
Choice	14.15@14.90	14.40@14.85	13.50@14.50	13.25@14.25	13.25@14.10
Good	13.40@14.15	13.50@14.40	12.75@13.50	12.50@13.50	12.40@13.25
STEERS (950-1,100 LBS.):					
Choice	14.40@15.00	14.40@14.85	13.50@14.50	13.50@14.50	13.50@14.25
Good	13.50@14.40	13.50@14.40	12.75@13.50	12.50@13.50	12.40@13.50
STEERS (800 LBS. UP):					
Medium	11.75@13.50	11.75@13.50	11.25@12.75	11.00@12.50	11.00@12.40
Common	10.00@11.75	9.50@11.75	9.00@11.25	8.75@11.00	9.00@11.00
YEARLINGS (750-950 LBS.):					
Choice	14.25@15.00	14.50@14.85	13.50@14.50	13.25@14.25	13.25@14.25
Good	13.50@14.25	13.75@14.50	12.50@13.50	12.25@13.50	12.25@13.25
HEIFERS (850 LBS. DOWN):					
Choice	14.00@14.75	13.85@14.25	13.00@14.00	12.85@14.00	12.25@13.50
Good	13.25@14.00	13.00@13.85	11.75@13.00	11.65@13.00	11.25@12.25
Common-med.	9.00@13.25	9.50@13.00	8.75@11.75	8.25@11.75	8.00@11.25
HEIFERS (850 LBS. UP):					
Choice	12.25@14.25	12.00@13.50	11.75@13.25	11.75@13.25	11.50@13.00
Good	11.00@13.25	11.00@12.50	10.75@12.50	10.75@12.50	10.50@12.00
Medium	9.75@13.00	9.75@11.00	9.00@11.75	8.75@11.50	8.50@11.00
COWS:					
Choice	11.00@11.75	10.50@11.50	11.00@12.00	10.00@11.00	10.00@11.25
Good	9.25@11.00	9.50@11.00	9.25@11.00	9.00@11.00	8.50@10.00
Common-med.	7.75@ 9.25	7.75@ 9.50	7.75@ 9.25	7.50@ 9.00	7.00@ 8.50
Low cutter and cutter.	6.00@ 7.75	5.25@ 7.75	6.00@ 7.75	5.25@ 7.50	5.50@ 7.25
BULLS (YEARLINGS EXC.):					
Beef Good-ch.	9.00@10.25	9.00@10.50	8.75@ 9.75	8.50@ 9.50	8.50@10.00
Cutter-med.	7.00@ 9.15	6.50@ 9.00	7.00@ 8.75	6.75@ 8.50	6.25@ 8.00
CALVES (500 LBS. DOWN):					
Medium-ch.	9.00@12.00	9.00@12.50	9.50@12.50	8.00@12.00	8.50@11.00
Cull-common	7.00@ 9.00	6.00@ 9.00	6.50@ 9.50	6.00@ 8.00	6.50@ 8.50
VEALERS (MILK-FED):					
Good-ch.	11.50@14.00	13.50	11.50@13.50	9.50@13.00	12.00@13.50
Medium	10.50@11.50	10.25@13.50	8.50@11.50	8.00@ 9.50	10.00@12.00
Cull-common	7.00@10.50	6.00@10.25	6.50@ 8.50	6.00@ 8.00	6.50@10.00
SLAUGHTER SHEEP AND LAMBS:					
Lambs (84 lbs. down) good-ch.	15.00@16.75	14.00@15.00	14.50@15.50	14.25@15.50	14.25@15.25
Lambs (92 lbs. down) medium.	13.50@15.00	12.50@14.00	13.00@14.50	12.75@14.25	12.75@14.25

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday June 9, 1928, with comparisons are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co. ....	5,980	4,832	16,300	25,270
Swift & Co. ....	5,983	2,758	17,500	22,903
Morris & Co. ....	2,653	1,185	32,100	2,162
Wilson & Co. ....	4,969	2,143	15,500	10,653
Anglo-Amer. P. Co.	1,148	.....	2,700	.....
G. H. Hammond Co.	2,234	.....	7,900	.....
Libby, McNeill & Libby	552	.....	.....	.....
Brennan Packing Co.	7,500	hogs;	Miller & Hart,	5,500
Hart, 3,500 hogs; Independent Packing Co.	5,600	hogs;	Boyd, Lunham & Co.	5,700
hogs; Boyd, Provision Co.	10,900	hogs;	Roberts & Oake,	8,400
hogs; Agar Pkg. Co.	4,300	hogs;	others,	30,900
Total:	52,479	calves,	10,918;	hogs,
177,700; sheep,	60,988.	.....	.....	.....

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,478	581	10,706	5,118
Cudahy Pkg. Co.	1,925	713	6,122	7,306
Fowler Pkg. Co.	788	.....	.....	.....
Morris & Co.	1,078	815	5,788	3,005
Swift & Co.	3,048	799	16,470	6,714
Wilson & Co.	3,453	744	8,346	5,066
Local Butchers	745	107	2,722	221
Total	14,415	3,750	50,134	27,430

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	6,713	13,882	14,100
Cudahy Pkg. Co.	4,980	14,084	11,738
Dold Pkg. Co.	2,523	7,347	.....
Morris & Co.	1,777	7,403	5,615
Swift & Co.	5,835	12,153	12,139
Eagle Pkg. Co.	16	.....	.....
M. Glasburg	2	.....	.....
Hoffman Bros.	87	.....	.....
Mayerowich & Vail	8	.....	.....
Omaha Pkg. Co.	37	.....	.....
J. Rife Pkg. Co.	124	.....	.....
J. Roth & Sons	110	.....	.....
So. Omaha Pkg. Co.	128	.....	.....
Lincoln Pkg. Co.	306	.....	.....
John Morrell & Co.	147	.....	.....
Nagle Pkg. Co.	433	.....	.....
T. M. Sinclair & Co.	169	.....	.....
Wilson & Co.	1,044	.....	.....
Other Buyers	29,695	.....	.....
Total	24,339	85,564	43,598

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,148	1,082	8,504	5,735
Swift & Co.	1,458	7,248	7,280	9,034
Morris & Co.	1,261	732	4,664	3,714
East Side P. Co.	1,167	120	4,883	.....
All Others	2,950	2,457	15,660	1,468
Total	7,984	7,139	40,961	19,947

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,536	677	13,824	16,998
Armour & Co.	1,338	359	8,322	6,307
Morris & Co.	1,020	380	5,495	2,874
Others	2,145	8	11,092	2,647
Total	7,039	1,424	39,333	28,886

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,009	191	10,255	850
Cudahy Pkg. Co.	3,032	171	15,706	689
Smith Bros.	2,031	172	9,065	372
Local Butchers	82	24	9	.....
Order Buyers	3,199	80	23,211	.....
Total	11,408	654	64,336	1,911

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	623	479	11,076	2,676
Dold Pkg. Co.	387	24	7,736	8
Wichita Dr. Beef Co.	23	.....	.....	.....
Dunn-Ostertag	97	.....	.....	.....
Keefe Le Stourgeon	49	.....	.....	.....
Other Buyers	355	.....	.....	56
Total	1,534	503	18,812	2,740

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,589	4,646	12,009	918
Cudahy Pkg. Co.	265	1,892	.....	.....
Hertz Bros.	203	31	29	.....
Swift & Co.	3,727	7,329	18,632	1,525
United Pkg. Co.	1,919	131	.....	2
Others	450	6	13,718	.....
Total	9,162	14,035	44,388	2,445

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	925	709	5,668	132
Wilson & Co.	894	621	5,993	86
Other Butchers	96	.....	320	.....
Total	1,915	1,330	11,851	198

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	981	5,012	8,064	303
U. D. B. Co., N. Y.	69	.....	.....	.....
R. Gumz & Co.	159	28	101	13
Armour & Co., Mil.	473	2,732	.....	.....
N.Y.B.D.M. Co. N.Y.	34	.....	.....	.....
Butchers	203	500	86	163
Traders	177	80	12	2
Total	2,096	8,361	8,263	481

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	99	50	164	.....
S. W. Gall	.....	9	.....	369
J. Hilberg	60	.....	.....	46
Gus. Juengling	163	161	.....	42
E. Kahn's Sons Co.	610	530	7,549	655
Kroger Gr. & Bk. Co.	372	167	3,326	.....
Lohrey Pkg. Co.	4	.....	29	.....
H.H. Meyer Pkg. Co.	25	.....	3,135	.....
W. G. Rehn & Son	158	08	.....	.....
A. Sander Pkg. Co.	5	.....	1,293	.....
J. Schlachter & Son.	164	296	.....	187
J. & F. Schroth	.....	.....	3,383	.....
Pkg. Co.	15	.....	453	.....
Vogel & Son	5	6	.....	.....
Total	1,680	1,287	19,592	1,299

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Outside Buying	928	3,479	23,704	1,105
Kingan & Co.	1,687	939	19,409	1,286
Indianapolis Abt. Co.	1,035	146	529	.....
Armour & Co.	306	40	2,445	50
Bell Pkg. Co.	11	.....	506	.....
Brown Bros.	129	17	.....	20
Hilgelmeyer Bros.	4	.....	1,080	.....
Schussler Pkg. Co.	10	.....	1,080	.....
Riverview Pkg. Co.	16	.....	235	.....
Meyer Pkg. Co.	99	14	303	5
Indiana Prov. Co.	13	8	316	24
Art Wabnitz	9	39	.....	67
Maas-Hartman & Co.	20	12	.....	6
Hosker Abt. Co.	20	.....	8	.....
Miscellaneous	444	77	1,256	604
Total	4,731	4,791	50,175	3,227

## RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended June 9, 1928, with comparisons:

## CATTLE.

	Week ended June 9, 1927.	Prev. week.	Cor. week, 1927.
Chicago	23,479	17,706	27,625
Kansas City	14,415	12,447	15,390
Omaha	24,339*	21,080	22,961
St. Louis	7,984	7,919	9,766
St. Joseph	7,039	6,315	7,811
Sioux City	11,408	9,800	10,141
Wichita	1,534	1,072	1,648
Indianapolis	4,731	3,611	4,086
St. Paul	1,511	7,634	8,016
Oklahoma City	1,915	2,675	4,839
Milwaukee	2,096	2,021	2,195
Cincinnati	1,680	1,497	1,936
Total	109,782	93,777	119,012

\*Includes calves.

## HOGS.

	Week ended June 9, 1927.	Prev. week.	Cor. week, 1927.
Chicago	177,700	153,500	136,100
Kansas City	50,134	51,530	43,335
Omaha	85,564	78,541	66,580
St. Louis	40,961	34,360	57,224
St. Joseph	39,333	43,609	37,663
Sioux City	64,336	52,193	49,011
Wichita	18,812	18,158	15,301
St. Paul	44,388	39,437	45,905
Indianapolis	50,175	41,109	47,223
Oklahoma City	11,651	9,378	6,863
Milwaukee	28,886	7,547	7,618
Cincinnati	18,592	17,067	17,074
Total	610,939	547,319	529,797

## SHEEP.

	Week ended June 9, 1927.	Prev. week.	Cor. week, 1927.
Chicago	60,988	35,661	38,462
Kansas City	27,430	24,198	34,913
Omaha	43,598	33,565	27,191
St. Louis	19,947	12,895	20,184
St. Joseph	28,886	19,378	22,304
Sioux City	1,911	1,107	2,864
Wichita	2,740	2,203	2,636
Indianapolis	3,227	1,727	4,723
Oklahoma City	108	354	306
Milwaukee	481	258	259
Cincinnati	1,299	754	966
St. Paul	2,445	1,589	705
Total	193,150	133,689	155,573

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 4	20,488	4,416	61,720	13,167
Tues., June 5	7,990	3,540	27,783	10,887
Wed., June 6	9,348	2,835	22,187	12,961
Thurs., June 7	9,862	4,465	39,360	16,220
Fri., June 8	2,824	1,055	28,864	10,585
Sat., June 9	600	200	9,000	5,000
Total this wk.	51,112	16,511	188,914	68,840
Prev. week	37,978	18,528	164,291	44,128
Year ago	57,069	14,030	189,450	46,325
2 years ago	54,663	18,954	124,238	67,959

Years receipts to June 9, with comparative totals:

	1928.	1927.
Cattle	1,046,602	1,237,386
Calves	396,042	346,884
Hogs	4,490,890	3,473,661
Sheep	1,519,256	1,585,638

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 4	6,074	112	11,410	2,149
Tues., June 5	2,324	200	6,902	1,315
Wed., June 6	2,754	3	3,943	621
Thurs., June 7	2,130	193	4,390	404
Fri., June 8	1,025	10	6,182	3,053
Sat., June 9	100	.....	1,000	1,000
Total this wk.	15,007	518	32,967	8,542
Prev. week	11,739	116	28,412	9,286
Year ago	17,952	106	25,717	4,447
2 years ago	15,704	30	25,282	10,254

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week end, June 9	\$13.60	\$ 9.70	\$ 7.65	\$17.90
Previous week	13.35	9.70	8.00	16.20
1927	11.05	8.80	6.25	17.30
1926	6.60	14.45	8.10	17.70
1925	10.45	12.10	5.60	15.00
1924	9.75	7.00	5.60	16.50
1923	10.00	6.65	5.65	15.65
Avg. 1923-1927	\$10.15	\$ 9.80	\$ 5.85	\$16.45

## SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards.

	Cattle.	Hogs.	Sheep.
*Week ended June 9	36,100	155,000	60,300
Previous week	26,239	135,879	34,842
1927	39,147	163,731	41,878
1926	38,959	98,956	57,675
1925	37,244	119,702	54,549
1924	42,500	137,514	55,200

\*Saturday, June 9, estimated.

## HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weight and top and average prices of hogs, with comparisons:

Chicago packers' hog slaughtering for the week ended, June 9, 1928:	
Armour & Co. ....	16,300
Anglo American .....	2,700
Swift & Co. ....	17,590
Hammond Co. ....	7,900
Morris & Co. ....	32,100
Wilson & Co. ....	15,500

# Jamison

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A regular Jamison stock door was set up by competent engineers, to be operated by a mechanical hand. Once every two-and-a-half seconds, all day and night, the door was yanked open and banged shut with a force greater than any operator would ever use.

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# Ice and Refrigeration

## ICE NOTES.

A cold storage plant to cost about \$1,250,000 will be erected in Kansas City, Mo., by the United Cold Storage Co.

Property has been purchased in Bells, Tenn., by the Bells Light & Water Co., which will be remodeled for cold storage purposes.

The Tallulah Ice & Cold Storage Co., Tallulah, La., has been incorporated with a capital stock of \$85,000. J. L. Blacksell, George Williamson and J. K. Kim are the incorporators.

The Sun City Ice & Cold Storage Co., Sun City, Fla., has been incorporated by G. E. Adams for \$50,000.

The Pacific Coast Terminals, Ltd., New Westminster, B. C., Canada, has let a contract for the construction of a cold storage plant to cost about \$1,000,000.

The Racquette Refrigerating Co., Massena, N. Y., has been incorporated with a capital stock of \$100,000. The incorporators are Arthur E. Vail, Thomas E. Shean, W. Gilbert Hawes, Edgar J. Boyer and John W. Whalen, all of Massena.

A cold storage warehouse is being planned for West Palm Beach, Fla., by Captain A. S. Anderson.

Stock control of the Merchants Ice & Cold Storage, Louisville, Ky., has been acquired by the Commonwealth Utilities Co. The former company operates three cold storage plants.

The Security Warehouse & Cold Storage Co., is erecting a large plant near Santa Clara, Calif. It will be one of the most modern in California it is said.

A merger is under way in San Francisco, Calif., that will include the Sanitary Ice & Storage Co., the National Ice Cream Co., the Pacific Dairy Products Co., the Miller Ice Cream Co., the Golden State Milk Products Co., and the Blue Ribbon Ice Cream business of the National Ice & Cold Storage Co.

A cold storage plant to cost in the neighborhood of \$250,000 will be erected in Brownsville, Tex., by a company headed by Roy Sethman of that city.

The new cold storage plant built by the Oklahoma Gas & Electric Co. at Durant, Okla., was placed in operation on June 1.

## BULLETINS ON INSULATION.

Two bulletins of interest to meat packers, engineers and others who have to deal with refrigeration have been issued recently by the Cork Import Corporation, New York City.

One bulletin describes corkboard insulation for roofs, floors and walls of buildings, how it is made and gives information on how it should be applied.

The other deals with corkboard covering for refrigerated lines and tanks and drinking water systems. Specifications for applying this covering are also given.

## FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on hand June 1, 1928, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	June 1, 1928.	June 1, 1927.	5-yr. Av. June 1.
Broilers, lbs. ....	4,502,000	8,172,000	6,206,000
Fryers, lbs. ....	2,732,000	3,986,000	.....
Roasters, lbs. ....	11,236,000	15,360,000	18,236,000
Fowls, lbs. ....	7,245,000	7,088,000	6,237,000
Turkeys, lbs. ....	8,371,000	8,584,000	9,175,000
Misc., lbs. ....	9,829,000	18,355,000	13,952,000

## PRODUCE IN COLD STORAGE.

Cold storage holdings of butter, cheese and eggs on June 1, 1928, with comparisons, are reported as follows by the U. S. Bureau of Agricultural Economics:

	June 1, 1928.	June 1, 1927.	5-yr. Av. June 1.
Butter, creamery, lbs. ....	16,020,000	25,404,000	20,292,000
Cheese, American, lbs. ....	36,803,000	35,826,000	29,880,000
Cheese, Swiss, lbs. ....	4,326,000	5,328,000	4,888,000
Cheese, Brick and Monster, lbs. ....	1,558,000	1,807,000	1,595,000
Cheese, Limburger, lbs. ....	862,000	1,313,000	827,000
Cheese, all other, lbs. ....	6,431,000	6,590,000	5,770,000
Eggs, cases ....	8,162,000	8,962,000	7,735,000
Eggs, frozen, lbs. ....	68,223,000	71,605,000	37,330,000

## GRADING FRESH BEEF.

(Continued from page 24.)

tory solution of the question. Beef must be sold on the basis of quality and values must be determined on the same basis. Those who would advertise "prime," "choice," or "good" grades of beef and offer beef which is inferior in quality should be prevented from continuing that practice. To this end, the grades must be identified so that consumers will know the grade of beef they purchase.

The U. S. government grades are standardized. They are the same the country over. Each carcass that bears the government grade stamp has been graded by an expert government beef grader. Every carcass so stamped has been graded on its merits and the grade stamp on the beef is the consumer's insurance of quality.

The first year of government beef grading has drawn to a close. Many interesting and satisfactory results have been obtained. One of the most outstanding is that consumers not only desire to purchase beef on the basis of quality, but are willing to pay a price commensurate with the quality desired.

## Retailers Favor the Plan.

Reports from retail meat dealers in various parts of the country, who have handled Government graded and stamped beef, have been most encouraging. Many have reported increased volume of sales, ranging from 20 to 50 per cent, due to the grade of the beef they sell being identified.

Skepticism concerning the probable outcome of the beef grading experiment, which was apparent on the part of many at the beginning, has disappeared. In the language of at least one prominent retailer, "I don't have to make excuses any more," is found the answer which should satisfy even the most skeptical.

Evidence of the workability and practicability of a uniform system of beef grading is conclusive. Some of the most prominent interests which, at the outset, said "it can't be done," are now convinced that uniform beef grading is not only practical but that it is essential to the best interests of all branches of the livestock and meat industries.

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ended June 9, 1928, with comparisons, as follows:

	Week ended June 9.	Prev. week.	Cor. week, 1927.
Western drsd. meats:			
Steers, carcasses....	7,443	5,908	9,448½
Cows, carcasses....	351	293½	500½
Bulls, carcasses....	30	121	141
Veals, carcasses....	11,854	9,818	9,693
Lambs, carcasses....	19,703	17,589	16,538
Mutton, carcasses....	6,885	3,430	5,005
Beef cuts, lbs. ....	579,101	136,220	558,759
Pork cuts, lbs. ....	1,616,247½	832,616	1,494,110
Local slaughters:			
Cattle .....	9,920	9,119	8,255
Calves .....	15,790	18,778	13,823
Hogs .....	51,218	46,940	49,065
Sheep .....	55,153	45,018	49,809

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ended June 9, 1928, with comparisons, were as follows:

	Week ended June 9.	Prev. week.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses....	2,175	1,858	2,648
Cows, carcasses....	786	903	965
Bulls, carcasses....	411	315	309
Veals, carcasses....	2,318	2,386	2,347
Lambs, carcasses....	9,762	8,060	7,419
Mutton, carcasses....	1,635	1,357	1,781
Pork, lbs. ....	406,419	397,932	470,322
Local slaughters:			
Cattle .....	1,940	1,559	1,948
Calves .....	2,915	2,894	3,451
Hogs .....	18,980	16,966	20,399
Sheep .....	4,771	4,100	5,936

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection for the week ended June 9, 1928, with comparisons are officially reported as follows:

	Week ended June 9.	Prev. week.	Cor. week, 1927.
Western dressed meats:			
Steer, carcasses....	2,538	2,030	2,980
Cows, carcasses....	1,376	1,077	2,160
Bulls, carcasses....	57	41	42
Veals, carcasses....	1,876	1,403	1,344
Lambs, carcasses....	11,127	8,908	8,452
Mutton, carcasses....	1,019	646	690
Pork, lbs. ....	403,123	336,100	373,659
Local slaughters:			
Cattle .....	1,267	1,368	1,277
Calves .....	1,943	1,634	2,139
Hogs .....	14,205	11,900	14,312
Sheep .....	2,303	3,032	4,783

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 Specializing in WASTE ELIMINATION and LABOR COST  
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# Chicago Section

Karl Zaeh, of the Sausage Mould Corporation, Louisville, Ky., was a Chicago visitor this week.

Jay E. Decker, president of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., transacted business in Chicago this week.

C. A. Dwyer, vice president of the Indianapolis Abattoir Co., Indianapolis, Ind., visited in the city during the week.

Isaac Powers, general manager of the Home Packing & Ice Co., Terre Haute, Ind., was a business visitor in the city this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 25,102 cattle, 10,230 calves, 71,362 hogs and 43,562 sheep.

D. A. Bell, one of the best-known packinghouse executives in the West, has joined the Youngstown Packing & Provision Co., and will have charge of the sales of that company, with headquarters at Youngstown, Ohio.

William Bresnahan, with John W. Hall, packinghouse products broker, left recently with his family for a vacation motor trip through the Southwest. He expects to be absent for two or three weeks.

Provision shipments from Chicago for the week ending June 9, 1928, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1927.
Cured meats, lbs.	17,837,000	15,925,000	17,351,000
Fresh meats, lbs.	34,913,000	33,281,000	42,717,000
Lard, lbs.	3,308,000	5,258,000	11,907,000

The annual outing and field day of the general offices of the Cudahy Packing Co. was held on June 14 at Grand Beach, Mich. The party left Chicago early in the morning and returned late in the evening. The day was enlivened with games and athletic contests.

Fred Inches, provision manager, Oscar Mayer & Co., Chicago, has resigned to accept a similar position with Wilson Bros., Peoria, Ill. Harry Hill, formerly with Wilson Bros., and before that with Oscar Mayer & Co., takes the position made vacant by Mr. Inches' resignation.

George Jourdan, president of the Jourdan Packing Co., Chicago, will leave for Europe on the S. S. Hamburg on June 23rd. He will be accompanied this year by four grandchildren, William, Jr., Marion, Robert and Annette Jourdan, to visit various points of interest in Europe. Mr. Jourdan has traveled extensively to practically every country in the world. In recent years he has taken some of his grandchildren with him, thus giving each the pleasure and educational value of such travel. Being a grandfather many times, he will have several more such trips to look forward to, if, as he hopes, he may do likewise for all his grandchildren.

## BUTCHER SUPPLY MEN MEET.

The Western zone members of the National Butchers' and Packers' Supply Association held a meeting at Chicago on June 6th, at the Palmer House. President V. P. Warren, of Atlanta, Ga., was on hand to preside over the meeting.

Herman C. Ahrens, secretary of the C. Schmidt Company, Cincinnati, formerly a director of the association, was elected governor for the term of one year. Arthur D. Daemicke, vice president of Paul J. Daemicke, Chicago, was elected vice governor, and Herman Schmidt, secretary of the Cincinnati Butchers' Supply Co., re-elected zone secretary. The association voted Detroit as their choice for the next annual meeting, which takes place in January.

The session followed that of the refrigerator group of the National Commercial Refrigerator Manufacturers. Both meetings were poorly attended owing to considerable sickness among members. Members were in attendance from Chicago, St. Louis, Cincinnati and other Mid-Western cities.

One of the topics discussed was the effect the investigation of chain stores by the Federal Trade Commission will have on the manufacture and sale of refrigerator equipment and machinery

which has been sold directly because of quantity buying by the chains.

Announcement was made at the zone meeting of the election of Harry L. Hussmann, Jr., as managing director of the Harry L. Hussmann Refrigerator Company, to succeed the late Theodore A. Jostedt.

## PERISHABLE FREIGHT HEARINGS.

The National Perishable Freight Committee will hold a shippers' public hearing in the committee headquarters, room 308, Union Station Building, 516 W. Jackson Blvd., Chicago, Ill., on June 27, 1928, at 10 A. M.

The subjects listed will be given consideration:

No. 1874—Furnishing ventilation to shipments moving under shippers' protective service.

No. 1882—Change in season for carriers' protective service against cold.

No. 1907—Handling perishable commodities under protective service.

No. 1927—Top icing shipments of vegetables.

No. 1928—Charges on shipments re-consigned moving under through stated refrigeration charges.

No. 1934—Icing by shippers—retop icing in transit.

No. 1946—Handling shipments under refrigeration with ventilators open.

No. 1948—Shipments transported under Rule 240 re-consigned in transit.

No. 1959—Standard refrigeration service and charges on syrup and molasses from Georgia and Louisiana to interstate points.

No. 1963—Refrigeration charges on flowers, fern leaves and palm leaves from Florida to interstate points.

No. 1966—Shippers' instructions on shipments moving in individual cars.

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended June 7, 1928:

	1	2	4	5	6	7
Chicago .....	42 3/4	42 3/4	42 3/4	43 1/4	42 3/4	42 1/4
New York ....	43 3/4	43 3/4	43 3/4	44	44	44
Boston .....	44 1/4	44 1/4	44	44 1/4	44 1/4	44 1/4
Philadelphia ..	45	45	44 1/4	45	45	45

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

42 3/4	42 3/4	42 3/4	43 1/4	42 3/4	42 1/4
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## Receipts of butter by cities (tubs).

	This week.	Last week.	Last year.	—Since Jan. 1—1928.	1927.
Chicago ..	57,525	45,977	61,709	1,329,341	1,409,195
N. Y. ....	75,590	65,718	79,680	1,456,967	1,555,452
Boston ..	27,124	25,001	30,461	505,795	520,450
Phila. ...	22,721	20,028	23,351	477,218	492,405

182,960 156,724 195,201 3,769,321 3,977,502

## Cold storage movement (lbs.):

	In June 7.	Out June 7.	On hand June 8.	Same week-day last year.
Chicago ..	532,295	10,119	5,140,567	9,192,741
New York ..	223,894	22,424	1,618,038	4,230,929
Boston ....	58,734	24,398	1,214,255	2,978,909
Phila. ....	168,699	2,390	725,027	2,089,652
	983,622	59,331	8,697,887	18,492,231



COL. JOHN ROBERTS.

The head of Miller & Hart, and one of Chicago's packinghouse leaders, who broke ground for the Bobs Roberts Memorial Hospital for children at the University of Chicago this week. Col. and Mrs. Roberts gave \$1,000,000 for the building of this great medical unit.

It was a part of the annual commencement program of this great educational institution, the chairman of whose board of trustees is Harold F. Swift.

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday, June 14, 1928.

Regular Hams.		S. P.
Green.		
8-10	18½	18½
10-12	18½	18
12-14	18½	17%
14-16	18½	17½
16-18	18½	17
18-20	18½	17
10-16 Range	18½	....
16-22 Range	18½	....

## S. P. Boiling Hams.

		H. Run.
16-18	.....	17
18-20	.....	17
20-22	.....	16½

## Skinned Hams.

		Green.
10-14	.....	20½
14-16	.....	20
16-18	.....	19
18-20	.....	17¾
20-22	.....	17½
22-24	.....	16
24-26	.....	15
26-30	.....	14
30-35	.....	13½

## Pienics.

		Green.
4-6	.....	13 $\frac{1}{4}$
6-8	.....	13
8-10	.....	12
10-12	.....	11 $\frac{3}{4}$
12-14	.....	11 $\frac{1}{2}$

## Bellies.\*

		Green.
6-8	.....	17½
8-10	.....	17½
10-12	.....	17½
12-14	.....	16½
14-16	.....	15½
16-18	.....	15½

\*Square Cut and Seedless.

## D. S. Bellies.

	Clear.
14-16	14½
16-18	14¾
18-20	14
20-25	13⅞
25-30	13¾
30-35	13⅝
35-40	13½
40-50	13¼

## D. S. Fat Backs.

8-10	10
10-12	10½
12-14	11
14-16	11½
16-18	12
18-20	12½
20-25	12½

## D. S. Rough Ribs.

45-50	12½
55-60	12½
65-70	12½
75-80	12

## Other D. S. Meats.

Extra Short Clears	35-45
Extra Short Ribs	35-45
Regular Plates	6-8
Clear Plates	4-6
Jowl Butts	8

## Lard

Prime steam	11.47½
Prime steam, loose	10.62½

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JUNE 9, 1928.

LARD—	Open.	High.	Low.	Close.
July	..11.85	11.85	11.77½	11.80
Sept.	..12.17½	12.20	12.10	12.12½
Dec.	..12.35	12.40	12.35	12.35
CLEAR BELLIES—				
July	..13.80	13.80	13.80	13.80
Sept.	..14.00	14.12½	14.00	14.12½
Oct.	.....	.....	.....	14.20
SHORT RIBS—				
July	.....	.....	.....	12.20
Sept.	.....	.....	.....	12.40
Oct.	.....	.....	.....	.....

## CLEAR BELLIES—

July	13.80	13.80	13.80	13.80	13.80
Sept.	14.00	14.12½	14.00	14.12½	14.12½
Oct.	14.12½	14.12½	14.12½	14.12½	14.12½

## SHORT RIBS—

July	12.20	12.20	12.20	12.20	12.20
Sept.	12.40	12.40	12.40	12.40	12.40
Oct.	12.40	12.40	12.40	12.40	12.40

MONDAY, JUNE 11, 1928.

LARD—	Open.	High.	Low.	Close.
July	...11.77½	11.77½	11.77½	11.77½
Sept.	...12.15	12.15	12.10	12.10½
Oct.	...12.25	12.25	12.25	12.25½
Dec.	...12.35	12.35	12.32½	12.32½
CLEAR BELLIES—				
July	...13.67½	13.67½	13.67½	13.67½
Sept.	...14.10	14.10	14.02½	14.02½
Oct.	....	....	....	14.10½
SHORT RIBS—				
July				12.20½
Sept.	...12.37½	12.42½	12.37½	12.42½
Oct.				12.30½

## CLEAR BELLIES—

July	13.67½	13.67½	13.67½	13.67½	13.67½
Sept.	14.10	14.10	14.02½	14.02½	14.02½
Oct.	14.10	14.10	14.10	14.10	14.10

## SHORT RIBS—

July	12.37½	12.42½	12.37½	12.20a	12.20a
Sept.	12.37½	12.42½	12.37½	12.42½b	12.42½b
Oct.	12.37½	12.42½	12.37½	12.30a	12.30a

TUESDAY, JUNE 12, 1928.

LARD—	Open.	High.	Low.	Close.
July ...	11.75	11.75	11.67½	11.67½
Sept. ...	12.10	12.10	12.02½	12.02½
Oct. ...	12.20	12.22½	12.17½	12.17½
Dec. ...	12.25	12.27½	12.25	12.27½
CLEAR BELLIES—				
July ...	13.60	13.65	13.60	13.65½
Sept. ...	13.92½	14.07½	13.92½	14.05½
Oct. ...	14.17½	14.17½	14.10	14.10½
SHORT RIBS—				
July ...	12.15	12.15	12.15	12.15
Sept. ...	12.40	12.50	12.40	12.50
Oct. ....	....	....	....	12.37½

## CLEAR BELLIES—

July	13.60	13.65	13.60	13.65b	13.65b
Sept.	13.92½	14.07½	13.92½	14.05ax	14.05ax
Oct.	14.17½	14.17½	14.10	14.10ax	14.10ax

## SHORT RIBS—

July	12.15	12.15	12.15	12.15	12.15
Sept.	12.40	12.50	12.40	12.50	12.50
Oct.	12.40	12.50	12.40	12.50	12.50

WEDNESDAY, JUNE 13, 1928.

LARD—	Open.	High.	Low.	Close.
July	11.72½	11.72½	11.60	11.65
Sept.	12.07½	12.07½	11.95	12.00
Oct.	12.22½	12.22½	12.10	12.15
Dec.	12.27½	12.27½	12.15	12.20
CLEAR BELLIES—				
July	13.60	13.60	13.60	13.60
Sept.	14.02½	14.02½	13.82½	13.92
Oct.	14.05	14.05	14.05	14.05
SHORT RIBS—				
July	12.45	12.45	12.45	12.45
Sept.	12.45	12.45	12.45	12.45
Oct.	12.45	12.45	12.45	12.45

## CLEAR BELLIES—

July	13.60	13.60	13.60	13.60ax	13.60ax
Sept.	14.02½	14.02½	13.92½	13.92½	13.92½
Oct.	14.05	14.05	14.05	14.05	14.05

## SHORT RIBS—

July	12.45	12.45	12.45	12.15a	12.15a
Sept.	12.45	12.45	12.45	12.37½a	12.37½a
Oct.	12.45	12.45	12.45	12.37½a	12.37½a

THURSDAY, JUNE 14, 1928.

THURSDAY, JUNE 14, 1928.					
LARD—	Open.	High.	Low.	Close.	
July	11.62½	11.65	11.55	11.55	11.55
Sept.	12.00	12.00	11.90	11.90	11.90
Oct.	12.15	12.15	12.05	12.05	12.07
Dec.	12.20	12.20	12.10	12.10	12.12
CLEAR BELLIES—					
July	13.60	13.60	13.60	13.60	13.60
Sept.	13.95	13.97½	13.90	13.95	13.95
Oct.	14.05	14.10	14.02½	14.05	14.10
SHORT RIBS—					
July	12.12½	12.12½	12.12½	12.12½	12.12½
Sept.	12.37½	12.37½	12.37½	12.37½	12.37½
Oct.	12.37½	12.37½	12.37½	12.37½	12.42

## CLEAR BELLIES—

July	13.60	13.60	13.60	13.60	13.60
Sept.	13.95	13.97½	13.90	13.95	13.95
Oct.	14.05	14.10	14.02½	14.10ax	14.10ax

## SHORT RIBS—

July	12.12½	12.12½	12.12½	12.12½	12.12½
Sept.	12.42½	12.42½	12.42½	12.42½ax	12.42½ax
Oct.	12.37½	12.37½	12.37½	12.37½	12.37½

FRIDAY, JUNE 15, 1928.

FRIDAY, JUNE 15, 1928.					
LARD—	Open.	High.	Low.	Close	
July	11.60	11.65	11.60	11.62½	11.62½
Sept.	11.95	12.00	11.92½	11.97½	11.97½
Oct.	12.10	12.15	12.05-07½	12.12ax	12.12ax
Nov.	12.15	12.15	12.15	12.15	12.15
Dec.	12.15	12.20	12.15	12.20ax	12.20ax
CLEAR BELLIES—					
July	13.70	13.70	13.70	13.70	13.70
Sept.	14.07½	14.07½	14.07½	14.07½	14.07½
Oct.	14.25	14.25	14.20	14.20	14.20
SHORT RIBS—					
July	12.50	12.50	12.50	12.50	12.50
Sept.	12.47½	12.50	12.47½	12.50	12.50
Oct.	12.50	12.50	12.47½	12.50	12.50

## CLEAR BELLIES—

July	13.70ax	13.70ax	13.70ax	13.70ax	13.70ax
Sept.	14.07½ax	14.07½ax	14.07½ax	14.07½ax	14.07½ax
Oct.	14.20ax	14.20ax	14.20ax	14.20ax	14.20ax

## SHORT RIBS—

July	12.20b	12.20b	12.20b	12.20b	12.20b
Sept.	12.47½	12.50	12.47½	12.50	12.50
Oct.	12.37½	12.37½	12.37½	12.37½	12.37½

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ended Thursday, June 14, 1928, with comparisons:

	Week ended June 14.	Prev. week.	Cor. week, 1927.
Armour & Co.	10,006	12,799	11,073
Anglo-American Prov. Co.	5,172	5,177	5,361
Swift & Co.	10,677	11,973	8,955
G. H. Hammond Co.	6,115	6,016	5,159
Morris & Co.	6,217	7,036	6,273
Wilson & Co.	9,516	10,820	9,236
Boyd-Lunham Co.	5,690	5,311	5,863
Western Pkg. & Prov. Co.	10,490	11,734	13,066
Roberts & Oake	4,893	5,614	4,456
Miller & Hart	4,736	6,360	7,132
Independent Pkg. Co.	4,488	5,367	3,106
Brennan Pkg. Co.	7,391	7,636	6,300
Agar Pkg. Co.	4,296	4,073	3,900
Total	91,637	99,916	88,123

## CHICAGO RETAIL MEATS

## Beef.

	Week ended June 15.	Cor. wk., 1927.
No.	No.	No.
1.	2.	3.
Rib roast, hvy. end.	35	22 13
Rib roast, lt. end.	45	28 28
Chuck roast	26	20 14
Steaks, round	45	30 40
Steaks, sirloin cut.	60	40 32
Steaks, porterh.	75	50 37
Steaks, flank	25	18 23
Beef stew, chuck.	20	18 18
Corned briskets,		
boneless	24	22 18
Corned plates	16	12 10
Corned ramps, bmls.	25	22 18

## Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	40	30	45	25
Legs	42	30	45	30
Stews	25	15	20	15
Chops, shoulder	25	20	25	20
Chops, rib and loin.	60	25	55	25

## Mutton.

Legs	26	26	26
Stew	10	10	10
Shoulders	16	16	16
Chops, rib and loin.	35	35	35

## Pork.

Loin, 8@10 av.	23	24	22	24
Loin, 10@12 av.	23	24	21	23
Loin, 12@14 av.	20	21	18	20
Loin, 14 and over.	18	20	16	18
Chops	26	26	26	26
Shoulders	18	15	18	15
Butts	23	23	23	23
Spareribs	15	15	15	15
Hocks	14	14	14	14
Leaf lard, raw.	12½	12½	12½	12½

## Veal.

Hindquarters	32	32	32
Forequarters	18	24	18
Legs	32	32	32
Breasts	14	18	14
Shoulders	12	24	12
Cutlets	40	40	40
Rib and loin chops	35	35	35

## Butchers' Offal.

Suet	@ 8 1/2	@ 8
Shop fat	@ 3	@ 1
Bone, per 100 lbs.	@ 50	@ 50
Calf skins	@ 22	@ 17
Kips	@ 21	@ 16
Deacons	@ 12	@ 12

No. 1 horns, 75 lb. average per ton.	\$185.00 @ 200.
No. 2 horns, 40 lb. average, per ton	125.00 @ 130.
No. 3 horns	70.00 @ 80.
Horns, black and striped	75.00 @ 45.
Horns, white	38.00 @ 45.
Round shin bones, heavy	80.00 @ 90.
Round shin bones, light and med.	55.00 @ 65.
Heavy flats	55.00 @ 65.
Light flats	47.50 @ 55.
Thigh bones, heavy	90.00 @ 100.
Thigh bones, light and med.	85.00 @ 90.
Buttock bones	50.00 @ 55.00

# Retail Section

## New York Retailers Meet Progress in Meeting Trade Problems Reported at Convention

Delegates to the convention of the New York State Association of Retail Meat Dealers, held at New York City this week, buckled into harness, as it were, at the first session, which was called on Monday morning at the Hotel Pennsylvania, and from then until the conclusion of the business program on Tuesday afternoon worked unceasingly on the many problems confronting the industry at this time.

State President George Kramer presided at all sessions. Contrary to the usual procedure at state conventions, there were no open meetings.

State Secretary Charles Glatz of Rochester in a short address gave the very encouraging news that after some years of earnest endeavor he had been successful in having the Buffalo association again affiliated with the state association. He stated the Buffalo association had a big future and would look to the state association for support. He expressed the hope that before another year passed the Polish-speaking association of Buffalo would also be in line.

In commenting upon the work done by the members in Greater New York he stressed the importance of spreading out to other parts of the state, in order that the knowledge and experience gained here might be disseminated. Mr. Glatz questioned the advisability of holding the convention in New York City every year instead of in cities where a branch was not in existence, as had been the original intention. He also pointed out the importance of keeping in touch with the various branches, even though the association was now working under a business manager, and that each branch be informed of all arrangements in sufficient time.

### Progress in Sunday Closing.

Among the various committee reports was that of the Sabbath Closing Committee, and this was given by the chairman, Joseph Eschelbacher, who said the situation has been a most difficult one during the past year, and while violations have not been stopped by any means, some progress had been made. For a time, he explained, excellent work was accomplished in Harlem, when the state association funds for the work gave out and it had to be dropped until recently, when Ye Olde New York Branch resumed the responsibility of financing it.

Mr. Eschelbacher went on to explain

how the committee worked and the co-operation received from the police department. As it was an interbranch matter affecting the dealers of all the boroughs, he as chairman believed it should be supported by all the branches, or ways and means should be considered to appropriate money for the continuance of the work.

The situation is deplorable, said Mr. Eschelbacher, and will grow worse. Therefore he hoped the convention would take some definite steps to proceed with the work along more constructive lines during the coming year.

### Directors Report Progress.

In a general report on the activities of the New York State Association the Board of Directors stated they felt they could report real progress since the last convention, and enumerated some of the work done. Among these were the engagement of a business manager whose time was devoted entirely to state work; the organization of the Queensborough, Woodside, Jamaica and Westchester County branches, in addition to the Staten Island branch, the latter having been organized a few weeks previous to the last convention; the holding of mass meetings for these branches, through which considerable interest had been aroused, resulting in an increase in membership.

Another activity was interbranch educational meetings, which were fostered by the state association and which had good results. The state association also cooperated with the Institute of

American Meat Packers in a ham campaign with a big meeting at the Hotel Astor. Another matter was the special Lamb demonstrations held in Manhattan, Brooklyn and Staten Island. The Sabbath closing law was also reported upon by this body. Mention was made of the new charter, perfected by the committee appointed at the last convention, and uniform signs for the members, as well as the presenting of the new charter to all the branches.

The board reviewed the work of the vocational educational group, which commenced on February 9th under the auspices of the New York State Association, with Jacob Bennett, as conference leader. The class met for 15 consecutive Thursdays and the entire course was laid out with the assistance of Prof. Barnhart of the Federal Board for Vocational Education and the National Association of Retail Meat Dealers.

The board also gave a report of the organization of the Food Distributors, Inc., its aims and objects. In speaking of classification and grading of meats, which movement was endorsed and recommended at the last convention, the board stated that recent reports showed there has been an increasing demand on the part of the retail merchant, as well as the public, for classified and graded meats. The work of the Butchers Mutual Casualty Company, although a separate organization, was also mentioned in the report.

In concluding the report the Board paid a tribute to the memory of the late Moe Loeb, a past state president.

### Competition With Chain Stores.

Charles Schuck, chairman of the Food Distributors, Inc., in his report gave an outline of the progress and development of the corporation to date. The company was officially organized in February of this year, but for many months previous the officers of the various locals and other leading retail merchants of Greater New York, said Mr. Schuck, recognized the changing conditions of the trade and its direct bearing upon the future of the individual retail meat merchant. The announcement of the chain grocery systems adding meat to their line of groceries, together with the trend of merchandising in general, of food merchants to carry a greater variety of lines, necessitated something being done to assist members in meeting this new competition.

The primary purpose of the Food Distributors, Inc., is to take advantage of the pooled purchasing power of the aggregate membership of the Association.



CHARLES SCHUCK.  
Washington Heights, New York City  
Elected President New York State Retail  
Meat Dealers Association.

tion, making possible the purchase of all food commodities, shop supplies, etc., on a basis which will give them a fair chance to compete with low prices and hold their own in the struggle of the "survival of the fittest."

#### What Meat Men Can Sell.

The charter of the Food Distributors, Inc., is broad and enables the corporation to purchase and distribute all types of food commodities. In the beginning only groceries were handled, but other commodities have been added from time to time and offered to the retailer. These also include meats. The volume of business is growing daily, and to date approximately 100 retail meat dealers throughout Brooklyn, Bronx, Westchester and Manhattan have added groceries to their meats.

"As I have pointed out," said Mr. Schuck, "the success of the Food Distributors depends entirely upon the cooperation given by the members of the local branches. During the last four or five months encouraging signs of increased confidence and cooperation has been given on the part of the members."

Mr. Schuck explained the purchasing agents of the corporation are made up of men having a wide experience in both the grocery and meat business, with adequate management and clerical help to facilitate service. In concluding, Mr. Schuck stated that the company has available expert advice as to store lay-out, the kind of commodities to be handled that can be moved in a particular neighborhood, and every possible assistance which will be given to its members.

#### Meat Council Activities.

As Pendleton Dudley, secretary of the Meat Council of New York and Eastern Director of the Institute of American Meat Packers, was unable to be present, his report was read. Among other things, Mr. Dudley's report stated that the operating results for the first half of the meat packing year compared favorably with the results for the same period a year ago and indications point to a somewhat better year from the standpoint of profit than the year before. This condition is largely due to the pork division of the industry, reasonably stable conditions now prevailing in the market for live hogs. Conditions in the beef division are somewhat better than a few months ago, though still unsatisfactory.

Retailers no doubt understand that unduly high prices for live stock and the prevalence of unstabilized conditions are quite as disturbing to the packer as to the retailer. Furthermore any basic change in conditions of distribution, as is now witnessed in the growth of the chain store, creates almost as many problems for the wholesaler as for the retailer. Packers are all seriously concerned over present conditions, but they themselves are of

no single opinion as to the situation. They can make no recommendation other than the best thought be given to the problem and that organized association effort is far more effective than the activity of an individual.

#### Meat Trade Education.

In making a report on the vocational education groups Jacob Bennett, who acted as conference leader at the pioneer class, stated the class met for fifteen consecutive Thursdays, from February 9th to May 17th, inclusive. The official enrollment was fifteen and the average attendance between twelve and fifteen. The work included ten evenings devoted to paper and pencil work, four to meat cutting demonstrations, and the final evening was given to a "quiz" at which members of the class were required to answer a group of 22 selected questions.

Mr. Bennett made suggestions for the guidance of future groups, having in mind the fact that much of the basis on which the present group worked was experimental. He thought that a period of ten sessions is more desirable than fifteen, conveniently divided into six evenings for paper-and-pencil work, three evenings for meat cutting demonstrations, and the final evening for a review and check-up of the work done.

If meat cutting tests are to be held,

it is recommended that they be held in the shops of members of the class or members of the association who are willing to cooperate, and arranged well in advance and in a logical order, under the supervision of a particular meat dealer who has made such tests in the past for his own benefit, and is therefore thoroughly familiar with the necessary procedure.

#### Kotal and the Ladies.

National Secretary John Kotal of Chicago made a surprise visit to the convention and was called upon at various times, answering questions and giving opinions. Probably his most important talks were on classification and meat grading and the new competition, as well as the work being done on the latter.

The executive committee of the Ladies' Auxiliary, consisting of President Mrs. Charles Hembdt, Mrs. William Kramer and Miss M. B. Phillips of THE NATIONAL PROVISIONER, gave a report of their activities during the year. The report was made by Mrs. Hembdt in her usual clear, concise manner. A rising vote of thanks by the assemblage was given.

State President George Kramer asked Mr. Kotal to explain to the committee the work of the Ladies' Auxiliary in Chicago. Mr. Kotal stated there were two auxiliaries in that city now, and explained how they were functioning.

#### Tribute to Trade Associations.

Other speakers at the Monday evening session were Congressman Celler and B. F. McCarthy, assistant Chief Marketing Specialist, U. S. Department of Agriculture. After detailing the many activities of his department of the government in behalf of the meat trade, Mr. McCarthy said:

"Before closing I want to say a word about meat dealers' associations. They express ideals extremely ethical and businesslike. Were I in the retail business today I would be knocking at your gate; but once I got in I would stop knocking and boost. I would consider myself behind the times and at a great disadvantage were I not a member."

"The accomplishments so frequently reported show membership a monetary advantage, but I should try hard to give something to the association. I am more convinced all the time that the slogan of meat dealers' associations should be 'Join for the good you can do us.' Members looking for benefits before they have contributed anything but dues should be looked upon as liabilities. In such a member the proper spirit is lacking."

"Retailers who guard jealously their secrets usually have nothing worth while to guard. One learned man said when he was nearing the end, 'The only things I ever saved were those I gave away.' This may seem paradoxical, but the more you think about it the sounder it seems. Today there are no secrets in retailing. The sources of knowledge necessary to this craft-business are available to those who would drink from the fountain."

"Those who think they have a monopoly of ideas are poor in their own conceit. The chances are a thousand to one such men could learn from association meetings far more than they could give. I am not departing from truth when I say that it is in the application of knowledge that retailers' suc-

### Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.  
Address your inquiries to Retail Editor,  
THE NATIONAL PROVISIONER, Old  
Colony Bldg., Chicago.

### Wet Meat in Ice Box

A retail meat dealer in a small Western town wants to know what makes the meat in his cooler get wet. He says:

Editor The National Provisioner:

Can you tell me what makes my meat get wet in the cooler? We use ice. We have been having a good deal of trouble with this and would like to know what is the matter and how we can remedy it.

There is usually poor air circulation when meats become wet and moist in a refrigerator. Even if ice is used there is no reason why the air should not be dry.

Either of the following conditions may cause wet meat.

The refrigerator walls may be poorly insulated and have excessive heat leakage.

The joints, windows and corners of the refrigerator may allow heat to get into the refrigerator, which causes poor circulation inside.

However, the most probable cause of this trouble is obstructed circulation. This may be due to the fact that something has been placed in the way of free circulation of cold air, or it may be that the warm air flue and the cold air flue in the refrigerator are not correctly constructed according to sound refrigeration engineering practices.

cess lie, rather than in its mere possession. Some will always lead in the meat business, and there will always be some to fail. But all will surely benefit from associated ideas and close cooperation."

#### Resolutions and New Officers.

On Tuesday there were reports of the activities of the various branches. Resolutions were presented, discussed, debated and acted upon. Then they were referred to the board of directors for further action.

The last business of the afternoon was the election of seven members of the board of directors to act for three years, as follows: David Van Gelder, Al Haas, John Hildemann, William C. Wood, William Wild, J. Bartunek and Charles Hembdt. Louis Goldschmidt was elected for one year to fill an unexpired term made vacant by a resignation.

The delegates elected to the national convention in Philadelphia in August are T. Buckley, Charles Glatz, John C. Roselle, Charles Hembdt, L. Goldschmidt, Fred Riester, Theo. Meyer, David Van Gelder, L. Rossman, Philip Gerard, L. Spandau, Frank Burck, William Helling, George Kramer, Joseph Eschelbacher, J. Heim, H. Kirschbaum, B. Metzger, I. Werden and William Ziegler.

Immediately after the adjournment of the convention the Board of Directors went into session and elected officers for the coming year. They are: Charles Schuck, president; David Van Gelder, first vice-president; Philip Gerard, second vice-president, Charles Glatz, secretary; Herman Kirschbaum, treasurer; trustees, Frank Burck, chairman; J. Rossman, Joseph Eschelbacher, William Ziegler and Frank Bitz.

Although it was the original intention that there would be no social functions whatever, it was decided during the sessions that a fitting dinner be given to the new presiding officer, and this was held on Tuesday evening in the Pennsylvania Hotel.

The next convention will be held at Niagara Falls, and will be for a longer period than the one just closed. It is practically decided to have the first three days devoted to business, and at least one or two to pleasure.

It was also decided to increase the per capita dues from \$4.00 to \$5.00 per member.

### Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

#### HAM FILLETS.

Here is a ham receipt that is different. Perhaps many of your customers who are fond of this meat will appreciate having it. Place it in a conspicuous place in your store where housewives can see it:

Cut a thick slice of ham into strips about an inch wide, trim neatly and let stand in milk for an hour. Drain, dip in fine bread crumbs, then in beaten egg and again in crumbs. Panfry in drippings and serve on a hot platter garnished with corn fritters.

### Tell 'Em How to Do It!

Here is something your customers will "eat up," Mr. Retailer!

Very few people know the proper way to carve meat at the table. A series of two articles tells how in plain language and shows how by means of pictures. Every housewife will be glad to read it—and so will her husband.

These two articles have been combined and reprinted. They may be had in quantities at cost, with your name on them, if you desire.

Order a supply to distribute to your trade. Use the coupon below.

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago.

Please send me.....reprints of your article on "Meat Carving." These are to be billed me at cost. Put my name on them, as follows:

.....  
Name .....  
Street .....  
City ..... State .....

#### NEWS OF THE RETAILERS.

R. H. Olmstead has purchased the meat and grocery business of Neal Hamer, East Main St., Kalamazoo, Mich.

The Atlantic & Pacific Tea Co., has opened a meat market at 113 East 6th Ave., Topeka, Kan.

John Kemp has purchased the meat and grocery business at 1226 North Washington St., Junction City, Kan., from L. T. Hartshorn.

J. J. Koenig and Niels Hanson have taken over the Westlake Public Market, Seattle, Wash., and have changed the name to Times Square Public Market.

John Reed has sold his meat and grocery business in Clarksford, Ida., to Eugene Ralph.

F. W. Edgar has engaged in business in Salem, Ore., under the name of the Highland Cash Grocery & Market.

H. G. Corgan has purchased the Belmont Grocery & Market, 880 Belmont Ave., Portland, Ore., from Ritter Bros.

Carl L. Korup has taken over the meat market of F. D. Eisman, 544 13th Ave. East, Eugene, Ore.

Millo's Meat Market is a new business venture in Hoodspoor, Wash.

Mullen & Sons have engaged in the retail meat business in Dunlap, Ia.

J. O. Josendal, Roland, Ia., has sold a half interest in his retail meat business to O. M. Anenson.

Chas. Meyer, Roseau, Minn., has sold out his retail meat business to Thos. Keyes.

J. Hardy has engaged in the retail meat business in Osmond, Neb.

Charles Haas has opened a meat market in Vale, S. D.

Peternel & Guenther, 8th St. and Clare Ave., Sheboygan, Wis., have been succeeded by the John Stephani Co.

James J. Vlack has sold the City Market on Lake St., Phillips, Wis., to Joseph Salfronk & Son.

The City Market, which has been located on East Main St., Medford, Ore., for 12 years, has moved to its new location at 121 North Central Ave.

The Anderson Meat Market and the Montana Meat Market, Dillon, Mont., have consolidated. The business of the two markets is now being carried on in the Montana Market on Bannock St.

J. Beard and C. Blake have taken over the Miles Market, Issaquah, Wash. The business will be known as the Sanitary Meat Co.

The retail meat business of H. A. Schurtzman & Sons, Marquette, Ia., has been sold to S. F. Krohn.

J. Buehler Bros. has engaged in the retail meat business in Waukesha, Wis.

J. L. Hjelmstad has sold out his retail meat business in Ryder, N. D., to Thomas L. Wright.

Austin Ellsworth has purchased the retail meat business of A. Bracke, Fairbury, Neb.

#### AMONG RETAIL MEAT DEALERS.

The Ladies Auxiliary, New York State Association of Retail Meat Dealers, held their final meeting of the season on Thursday afternoon of last week at the Hotel McAlpin. The main topic was the matter of getting together during the summer, and it was decided to have a boat ride to Indian Point on July 9th. Mrs. E. Schmelzer is the hostess for that occasion. It was learned with regret that Mrs. William Ziegler, past president, was seriously ill and flowers were sent to her. The first fall meeting of the Auxiliary will be held on the second Thursday in September at the Hotel McAlpin.

On Wednesday evening of last week the Bronx Branch held their regular meeting with President L. Spandau in the chair. Business Manager William Wolk of the state association spoke on the Food Distributors, Inc. The members voted to go to Philadelphia in a body to attend the convention of the National Association. The next meeting will be held on June 20th.

It was learned with much regret during the week that Mrs. Fred Hirsch is seriously ill. Mrs. Hirsch is the financial secretary of the Ladies' Auxiliary.

One of the keynotes of the recent state convention was the news that National Secretary Kotal brought about National President Emil Schwartz of Detroit. It seems that the presidency has brought great luck to Mr. Schwartz, inasmuch as he is the proud daddy of a bouncing boy.

Word has been received this week from Mr. and Mrs. K. Papp from Paris. They left recently on the Leviathan and are spending the summer in Europe with Mr. Papp's family.

# A. C. Wicke Mfg. Co.

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### NEW YORK NEWS NOTES.

Dr. J. J. Hayes, assistant general superintendent, Armour and Company, Chicago, has been in New York for the past week.

E. E. Johnston, formerly of Buffalo and now located at Indianapolis as a member of the livestock order-buying firm of McMurray-Johnston-Walker, was in New York for a few days visiting old friends.

G. W. Bell, formerly in charge of Armour branch houses in the Albany territory, is now located at New York headquarters, assisting General Superintendent U. P. Adams in direct supervision of houses in the Connecticut valley and on the east and west shores of the Hudson river.

M. E. Feldman, who has been the representative in New York for the Canadian Packing Co., Ltd., Montreal, Canada, has been appointed sales manager of the New York office of Allied Packers, Inc., 523 West street, New York City, and will handle the Cana-

dian Packing Co. business through the Allied Packers' office.

O. Andresen, who has been the New York sales manager for the Allied Packers, Inc., for the past eight years, has resigned and will open a brokerage office at 835 Washington street, New York City. He will be the representative in New York for the Columbus Packing Company, Columbus, O. Mr. Andresen has been well and favorably known to the trade; he was formerly branch manager for Wilson & Company. He has had a varied experience covering all branches of the industry.

David J. Twohig, office manager of the New York Butchers' Dressed Meat Company, left for Chicago on Saturday. He will take up work in the comptroller's office of Armour and Company, Chicago. On the eve of his departure the members of the office force presented him with a gold watch. The presentation was made by Mr. Edwards of the sales department. J. J. Moone, formerly office manager of Armour and Company and recently auditor for Ar-

# BELL'S

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and

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Write for Samples  
and Prices



The Wm. G. Bell Co.

189 State St. Boston, Mass.

mour and Company in the Middle West, succeeds Mr. Twohig.

The annual golf tournament of Wilson & Company and subsidiaries was held at the Hillcrest Club House in Jamaica on June 10th. W. H. Hayward of the Murray Hill Branch won the first prize with a score of 81. The course was made quite a few strokes harder by the long-cut grass on the rough, which accounts for practically everyone having an exceptionally poor score. M. J. Bauer of the Beekman branch had second best in score for the day.

### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended June 9, 1928:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef	.....	196
Canada—Calf carcasses	.....	3,285
Canada—Beef cuts	.....	8,860 lbs.
Canada—Smoked pork	.....	6,818 lbs.
Canada—Meat products	.....	2,734 lbs.
Italy—Hams	.....	229 lbs.
Italy—Sausage	.....	368 lbs.
Brazil—Jerked beef	.....	3,520 lbs.
Ireland—Smoked pork	.....	1,748 lbs.



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Recleaned Whole and Ground  
Spices for Meat Packers

CHICAGO, ILLINOIS

Buyers of Straight or Mixed  
Carlots of Beef, Lamb,  
Fresh Pork, Provisions, Poultry



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Handling only the highest quality meat

Operators  
of 421  
Food Markets

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	\$13.60@14.50
Cows, medium	7.75@ 9.40
Bulls, light to medium	8.50@ 9.00

## LIVE CALVES.

Calves, veals, good and ch.	\$16.50@18.00
Calves, com. to med.	9.50@13.75

## LIVE SHEEP AND LAMBS.

Lambs, spring, good to choice	\$17.00@17.75
Lambs, spring med.	16.50@17.00

## LIVE HOGS.

Hogs, 160-240 lbs.	10 1/4 @ 10 1/2
Hogs, medium	10 1/4 @ 10 1/2
Hogs, 120 lbs.	9 1/4 @ 10
Roughs	8 @ 8 1/2
Good Roughs	8 1/2 @ 9

## DRESSED HOGS.

Hogs, heavy	@14%
Hogs, 180 lbs.	@15
Pigs, 80 lbs.	@14
Pigs, 80-140 lbs.	14 1/2 @ 15%

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	23 @24
Choice, native light	23 @24
Native, common to fair	21 @22

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	22 @23
Native choice, yearlings, 400@600 lbs.	21 @22
Good to choice heifers	21 @22
Good to choice cows	19 @20
Common to fair cows	17 @18
Fresh bologna bulls	15 @15

## BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @25	27 @32
No. 2 ribs	21 @23	24 @26
No. 3 ribs	18 @20	20 @23
No. 1 loins	29 @32	36 @40
No. 2 loins	28 @29	32 @35
No. 3 loins	22 @24	26 @31
No. 1 hinds and ribs	25 @28	26 @28
No. 2 hinds and ribs	22 @24	24 1/2 @25 1/2
No. 3 hinds and ribs	20 @21	23 @24
No. 1 rounds	19 @20	22 @23
No. 2 rounds	18 @19	20 @21
No. 3 rounds	17 @18	19 @20
No. 1 chucks	18 @19	19 @20
No. 2 chucks	16 @18	17 @18
No. 3 chucks	13 @14	16 @16
Bolognas	6 @6	15 @16
Balls, reg., 6@8 lbs. avg.	22 @23	22 @23
Balls, reg., 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.	60 @70	60 @70
Tenderloins, 5@6 lbs. avg.	80 @90	80 @90
Shoulder clods	10 @11	10 @11

## DRESSED CALVES.

Prime	26 @29
Choice	22 @25
Good	21 @23
Medium	20 @22

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring	35 @38
Lambs, good	32 @35
Sheep, good	17 @22
Sheep, medium	16 @18
Sheep, common	10 @12

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	21 @22
Hams, 10@12 lbs. avg.	20 @21
Hams, 12@14 lbs. avg.	19 1/2 @20
Picnics, 4@6 lbs. avg.	16 @16 1/2
Picnics, 6@8 lbs. avg.	15 1/2 @16 1/2
Rollettes, 6@8 lbs. avg.	15 @16
Beef tongue, light	32 @34
Beef tongue, heavy	34 @36
Bacon, boneless, Western	22 @23
Bacon, boneless, city	18 @19
Pickled bellies, 8@10 lbs. avg.	14 @15

## FANCY MEATS.

Fresh steer tongues, untrimmed	28c a pound
Fresh steer tongues, l. c. trim'd	28c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	15c a pound
Mutton kidneys	8c each
Livers, beef	38c a pound
Oxtails	18c a pound
Beef hanging tenders	28c a pound
Lamb fries	10c a pair

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. average	21 @22
Pork tenderloins, fresh	55 @60
Pork tenderloins, frozen	50 @55
Shoulders, city, 10@12 lbs. avg.	16 @17
Shoulders, Western, 10@12 lbs. avg.	14 @15
Butts, boneless, Western	21 @22
Butts, regular, Western	18 @19
Hams, Western, fresh, 10@12 lbs. avg.	20 @21
Hams, city, fresh, 8@10 lbs. avg.	21 @22
Picnic hams, Western, fresh, 6@8 lbs. average	14 @15
Pork trimmings, extra lean	20 @21
Pork trimmings, regular, 50% lean	11 @12
Spareribs, fresh	12 @13

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	85.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hoots, per ton	45.00@50.00
Striped hoots, per ton	45.00@50.00
White hoots, per ton	@ 55.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7 1/4 oz. and over, No. 1a. 300.00@325.00	
Horns, avg. 7 1/4 oz. and over, No. 2a. 250.00@275.00	
Horns, avg. 7 1/4 oz. and over, No. 3a. 200.00@225.00	

## BUTCHERS' FAT.

Shop fat	@ 2%
Breast fat	@ 4%
Edible suet	@ 6
Cond. suet	@ 5%

## SPICES.

	Whole.	Ground.
Allspice	20	28
Cinnamon	18	19
Cloves	24	29
Coriander	12	15
Ginger		18
Mace	1.03	1.13
Nutmeg	89	89
Pepper, black	42	46
Pepper, Cayenne	44	48
Pepper, red		35
Pepper, white	62	66

## GREEN CALFSKINS.

	5-9	9 1/4-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 Veals	29	3.20	3.55	3.75	4.90
Prime No. 2 Veals	27	3.00	3.30	3.50	4.65
Buttermilk No. 1	26	2.85	3.20	3.40	
Buttermilk No. 2	24	2.65	2.95	3.15	
Branded Gruby	15	1.70	1.95	2.15	2.90
Number 3				At Value	

## CURING MATERIALS.

In lots of less than 25 bbls.:	Bbls. per lb.
Double refined saltpetre, granulated	6c 5 1/2c
Double refined saltpetre, small crystal	7 1/4c 7 1/4c
Double refined large crystal saltpetre	8 1/4c 8 1/4c
Double refined nitrate soda	4c 3 1/2c

In 25 barrel lots:	Bbls. per lb.
Double refined saltpetre, granulated	5 1/2c 5 1/2c
Double refined saltpetre, small crystal	7 1/4c 7 1/4c
Double refined saltpetre, large crystal	8 1/4c 8 1/4c
Double refined nitrate soda, granulated	3 1/2c 3 1/2c

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry picked—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	27 @29
Western, 46 to 54 lbs. to dozen, lb.	26 @28
Western, 43 to 47 lbs. to dozen, lb.	25 @27
Western, 36 to 42 lbs. to dozen, lb.	24 @26
Western, 30 to 35 lbs. to dozen, lb.	23 @25
Fowls—fresh—dry pld.—prime to fey—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	30 @31
Western, 48 to 54 lbs. to doz lb.	29 @30
Western, 43 to 47 lbs. to dozen, lb.	28 @29
Western, 36 to 42 lbs. to dozen, lb.	27 @28
Western, 30 to 35 lbs. to dozen, lb.	26 @27
Fowls—frozen—dry pld.—fair to good—12 to box:	
Western, 60 to 65 lbs., lb.	27 @29
Western, 55 to 59 lbs., lb.	26 @28
Western, 43 to 47 lbs., lb.	25 @27
Western, 30 to 35 lbs., lb.	23 @25
Ducks—	
Long Island, spring	@22
Turkeys—fair to good	
Western, frozen, toms.	30 @40
Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	@60
Squabs, 9 to 10 lbs.	@55

## LIVE POULTRY.

Fowls, colored per lb., via express	@20
Broilers, fancy	@30
Geese, swan	@18
Pigeons, per pair, via freight or express	@40

## BUTTER.

Creamery, extras (92 score)	.44 @44 1/2
Creamery, first (88 to 91 score)	.41 1/2 @41 1/2
Creamery, seconds	.40 1/2 @41
Creamery, lower grades	.39 @40

## EGGS.

### (Regular packed.)

Extras	.31 1/4 @32 1/4
Extra firsts	.30 @30 1/2
Firsts	.29 @29 1/2
Checks	.28 @28 1/2

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@2.40
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@2.30
Blood, dried, 15-16% per unit	@3.00
Fish scrap, dried 11% ammonia, 10% B. P. L. f.o.b. fish factory	5.25 @ 10
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	4.90 @ 10
Fish scrap, acidulated, 6% ammonia, 8% A. P. A. f.o.b. fish factory	4.00 @ 10
Soda Nitrate, in bags, 100 lbs. spot	@2.17 1/2
Tankage, ground 10% ammonia, 15% B. P. L. bulk	4.75 @ 10
Tankage, unground, 9@10% ammonia	4.50 @ 10

#### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@21.00
Bone meal, raw 4 1/2 and 50 bags, per ton	@20.00
Acid phosphate, bulk, f. o. b. Balti-	@ 1.00
more, per ton, 16% flat	
Potash.	
Manure salt, 20% bulk, per ton	@12.00
Kainit, 12 1/4% bulk, per ton	@ 1.00
Muriate in bags, basis 80%, per ton	@20.00
Sulphate in bags, basis 90%, per ton	@45.00

#### Beef.

Cracklings, 50% unground	@1.20
Cracklings, 60% unground	@1.10
Meat Scraps, Ground.	
50%	@4.00
55%	@7.00

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